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THE AMERICAN ELEVATOR AND GRAIN TRADE

Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY
Mitchell Brothers Publishing Co.

VOL. XXXIII.

CHICAGO, ILLINOIS, JUNE 15, 1915.

No. 12.

One Dollar Per Annum.
SINGLE COPIES, TEN CENTS.

Finley Barrell & Co.

203 S. La Salle St.
CHICAGO

74 Broadway
NEW YORK

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PROVISIONS, COTTON, COFFEE**

J. T. MATTIMORE, Mgr.
Toledo Produce Exchange Office

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Manufactured by

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Consign your Grain and Field Seeds to

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STOCKS—BONDS

Ship your grain to us.

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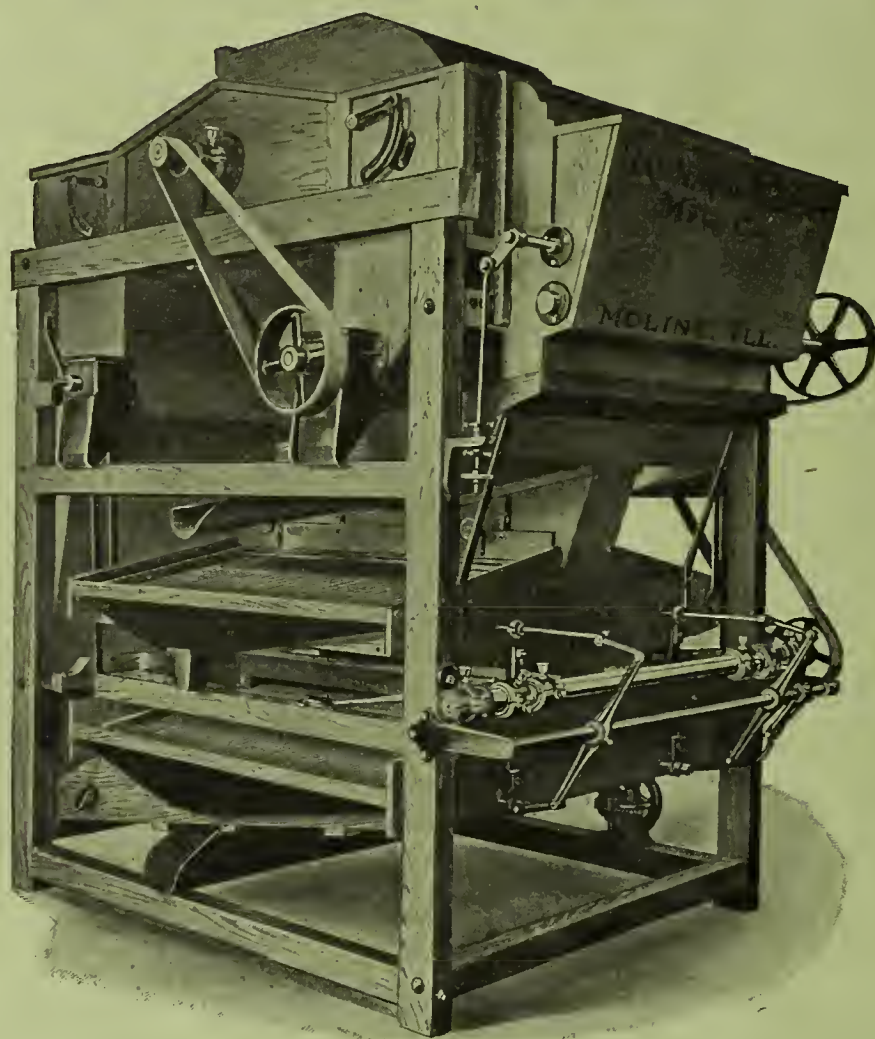
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Barnard's Separators contain every desirable feature

The journal boxes and eccentrics are self-oiling in the latest and most perfect manner.

The sieve cleaning device which is applied to the under side of the sieves, is superior to any other device used for the purpose. It lifts the clogged material out of the holes and causes it to tail over instead of assisting it to pass through with the grain.

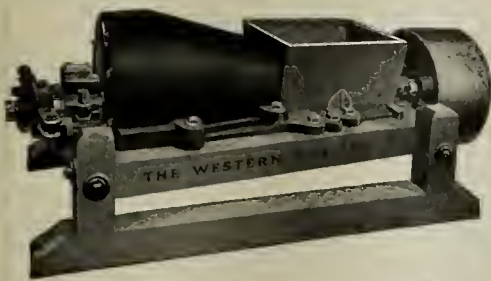
The settling chambers are extra large, and thoroughly collect all heavy material, allowing only the light dust to be blown out by the fan.

The sieves are all adjustable and are easily removed and changed for different kinds of grain.

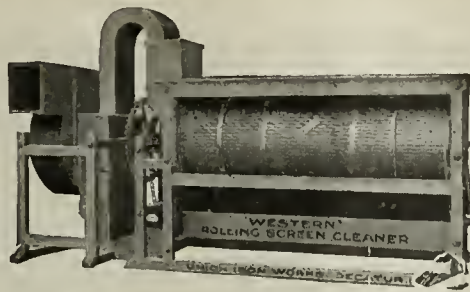
In short, these machines are light running, easily controlled and operated, have large capacity, are durable and efficient.

We furnish them under the fullest guarantee.

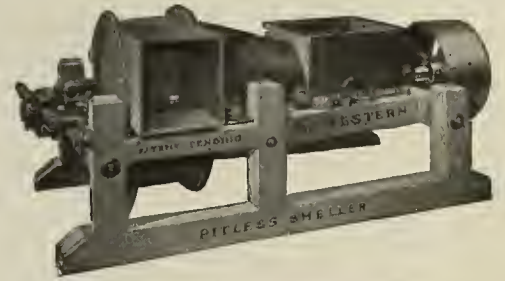
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MILL BUILDERS AND
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ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



"Western" Regular Warehouse Sheller



"Western" Rolling Corn Screen Cleaner



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Ask the Successful Grain Elevator Operator

The chances are he is a hard headed business man. One of those business men who is supposed to have no sentiment about him.

Ask him about his elevator equipment. Remember he has a complete line of Western machinery and a handsome bank account. He knows just what Western service is for he has measured it in dollars and cents.

He will probably begin telling you that he looks upon his equipment of Western machinery as one of his best investments and one of the causes of his success. That his equipment has cost him little on repairs and possibly show you in figures just what little he spent the past season or more.

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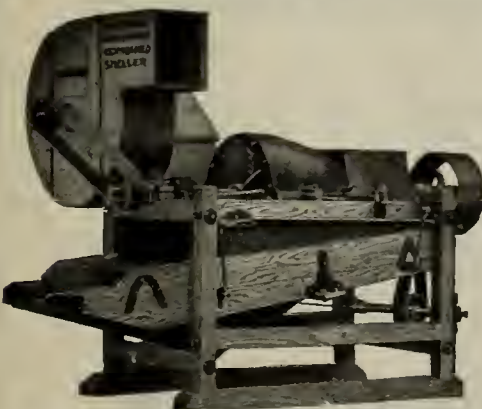
Then like as not he will forget all about business and investment and just bubble over with Western enthusiasm. We will be glad to leave it to him for he is the best salesman we have.

Write us Your Cleaning and Corn Shelling Troubles

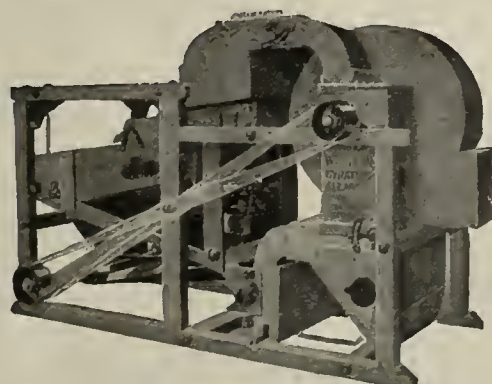
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Decatur, Illinois, U. S. A.

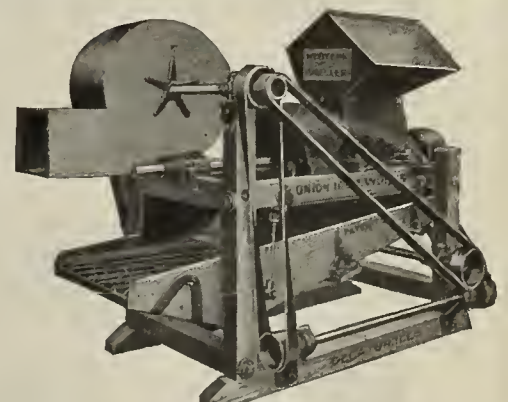
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Your business is established; you cannot afford to tolerate fire hazards.

We are in a position to advise you from what causes fires have been known to originate—and the

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Your insurance rate is based on the fire hazard of your plant. Eliminate the hazards, thereby reducing the cost of your insurance to the minimum—but we must

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FOURTH: *Maintain Protection*

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largest belt room*

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What Goodrich Grain Belts are doing for Belt Users Everywhere, they will do for you. Write or wire us for prices.

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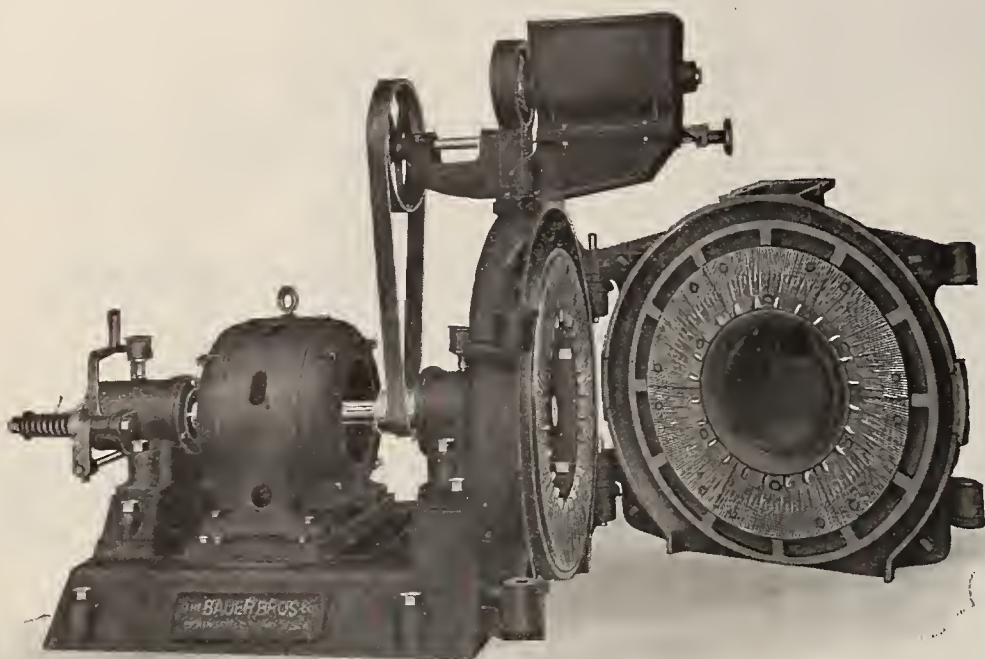
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Hinges open like a watch—Requires but a moment to do it.

Plates always in tram—Can be replaced, when worn, in a jiffy.

Bearings dust proof—Insures long life.

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A purchase that pays back the cost.

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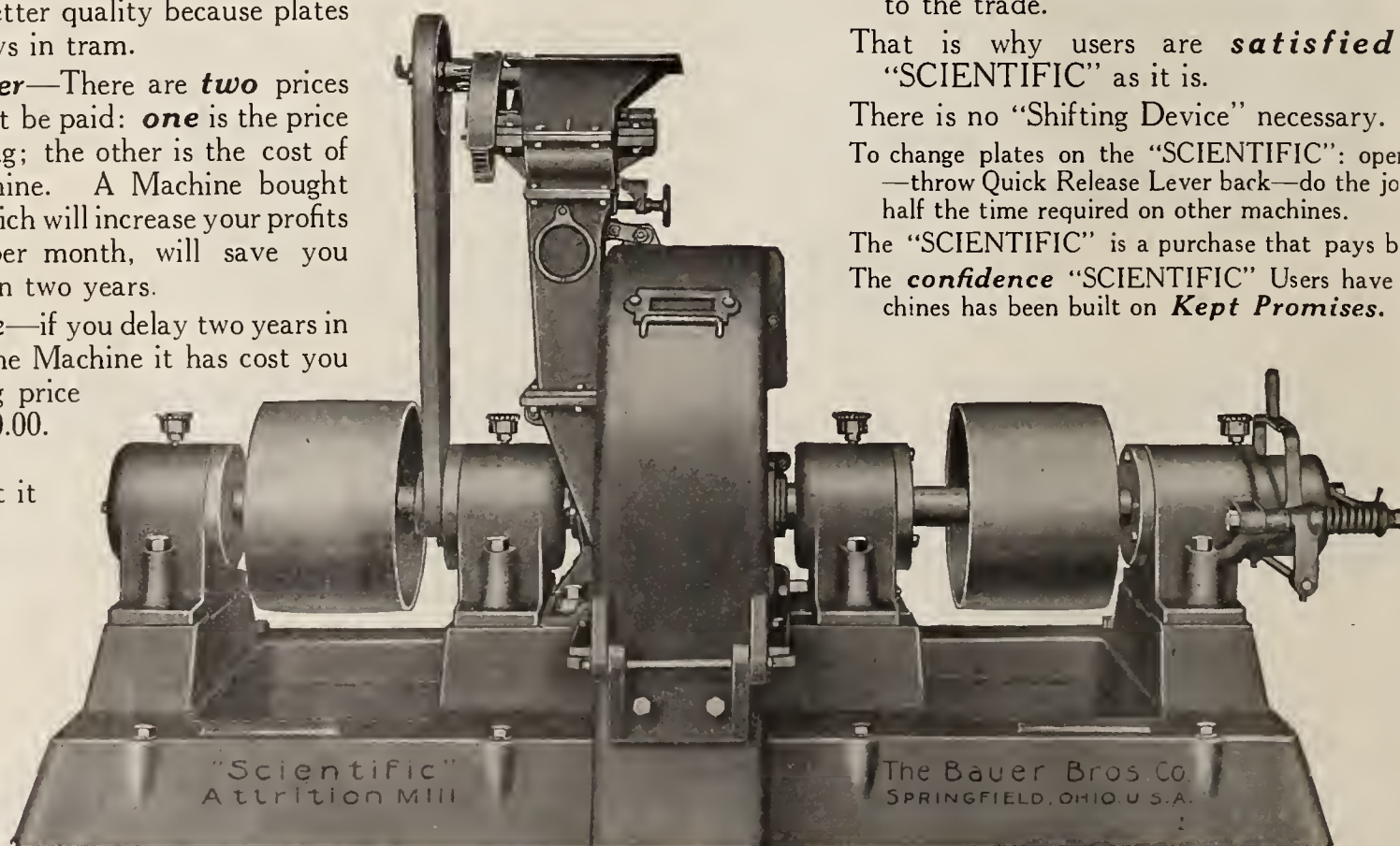
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It grinds better quality because plates are always in tram.

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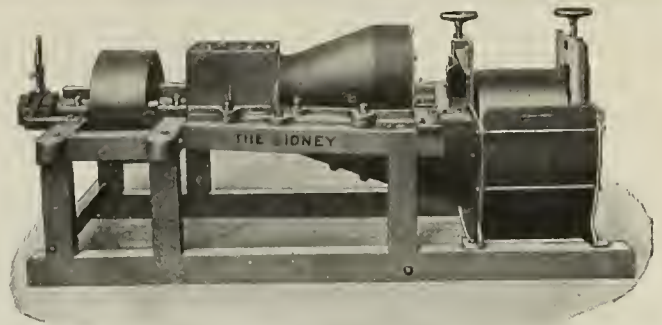
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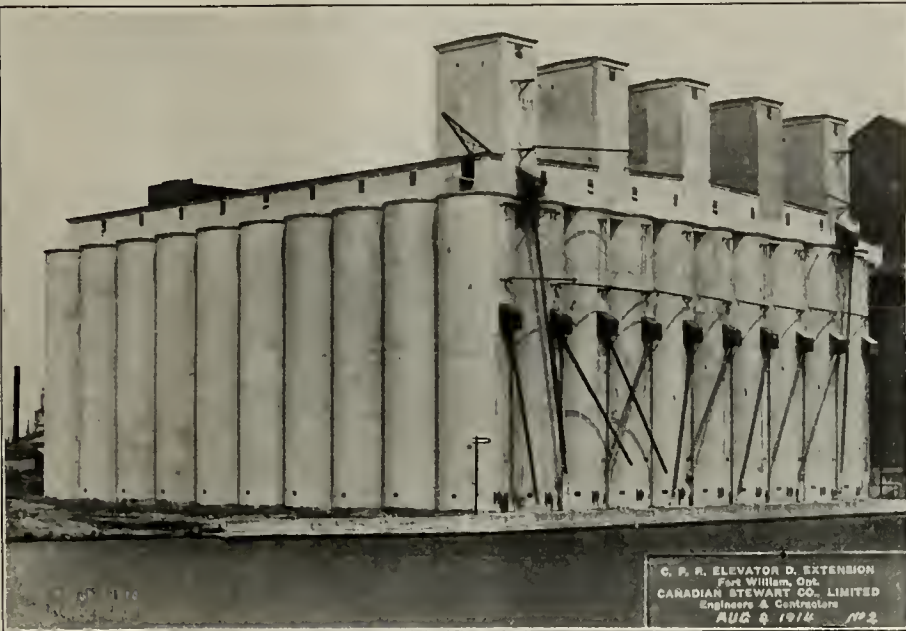
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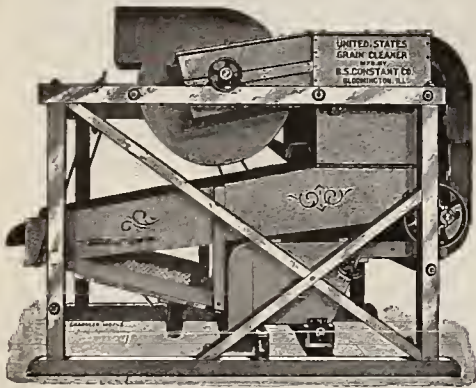
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Higher Grades—Higher Prices.
Long life machine.
Ring or Chain Oiling Bearings.
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The Constant Safety Ball Bearing Man-lift

the most satisfactory connecting link between Cleaner and Sheller.

Best made.
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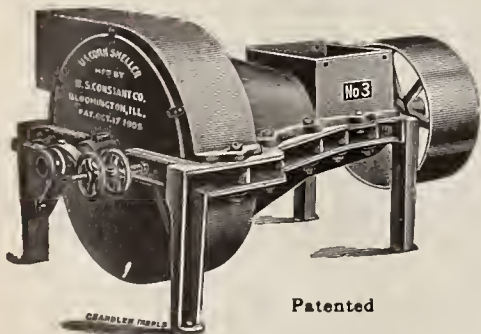
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Fan Discharge, over or under, right or left hand.

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Send for a Catalog.

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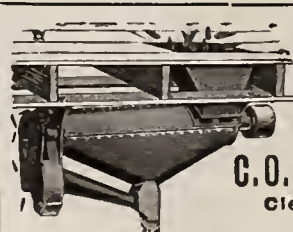


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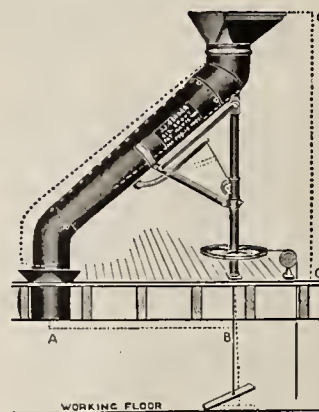
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will absolutely prevent the mixing of grain. The best of material and workmanship have given them a world-wide reputation.

Don't accept those "almost as good." For satisfaction, get the genuine, made by

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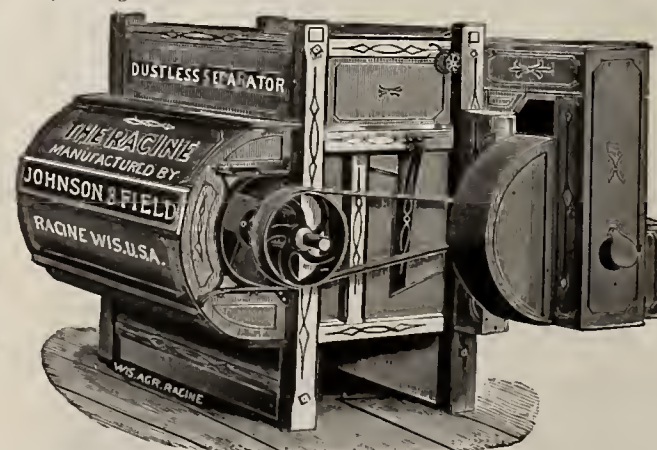


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The Patent Flexible Chain Telescope Car Loading Spout is the best, yet cheapest, as it will outwear two ordinary flexible spouts. Made of special metal. Every spout guaranteed as represented.

THE RACINE DUSTLESS SEPARATOR

Will always clean and grade your grain or seeds in a more perfect condition than can be done with a machine that has only suction. The Racine has both and that is the reason for its popularity with grain and seed men.



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313 Pages

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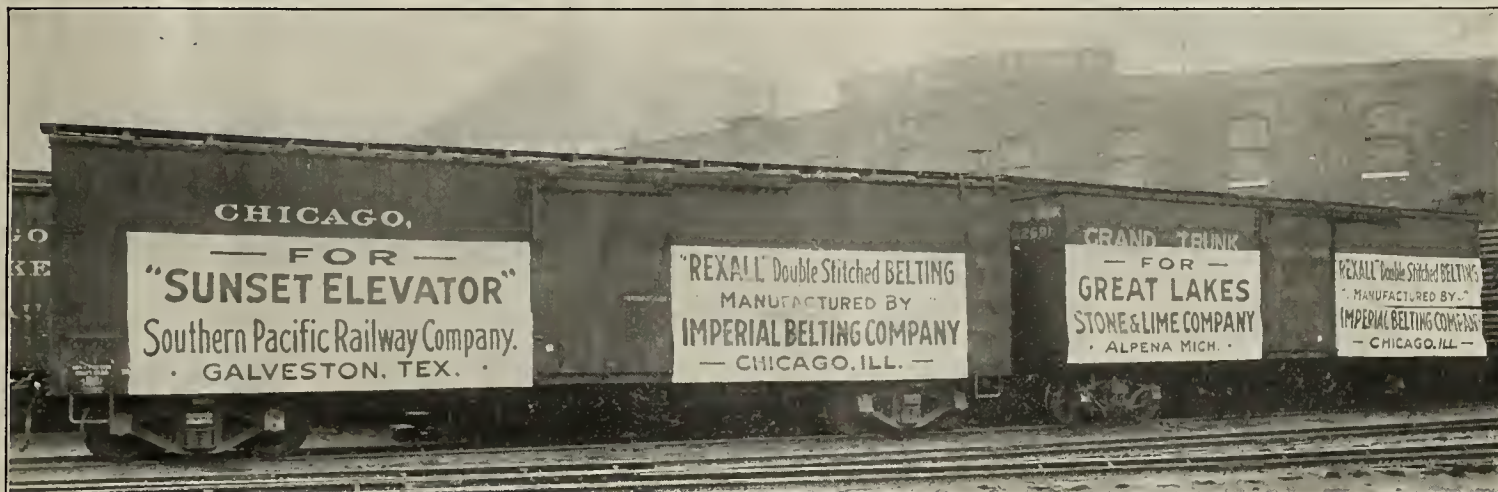
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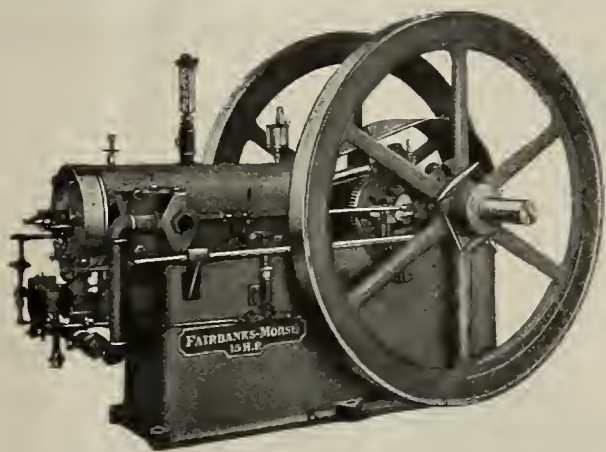
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Northwestern Agents for The Great Western Mfg. Co., Richardson Automatic Scales, Invincible Cleaners, Knickerbocker Dust Collectors

They All Point to the Bowsher

A mill that will crush or grind ear corn (with or without shucks), Kaffir in the head and all kinds of small grain.

A mill that has conical shaped grinders—which do the work close to the center of the shaft, thus effecting a great saving of power.

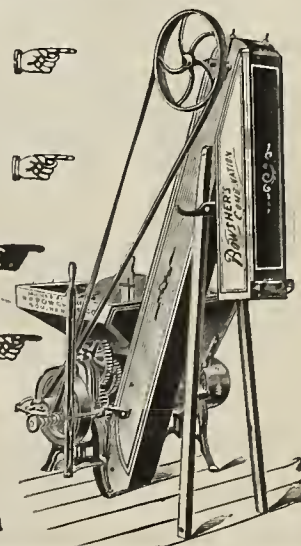
A mill that can run empty without injury, as the grinders will not strike together.

A model feed mill, light running and handy to operate; different from all others. A complete independent outfit.

These are a few of the many reasons why the Bowsher is the mill for you.

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It's a Dangerous Explosive

Insure with the

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If Your Separator Is a Beall You Can Depend Upon It

Besides proving profitable there is a heap of business satisfaction in owning and operating a grain cleaning and separating equipment that is always **ready**—always **reliable**—always **dependable**.

Complicated mechanism, break-downs, continual watching, high cost of operating and unsatisfactory separations are a drain on the physical qualities of the grain man as well as on his profits, and a hard-headed and successful business man will look ahead and eliminate the obstacles necessary to a successful business career.

Reliability in a Beall

New Rotating Warehouse and Elevator Separator

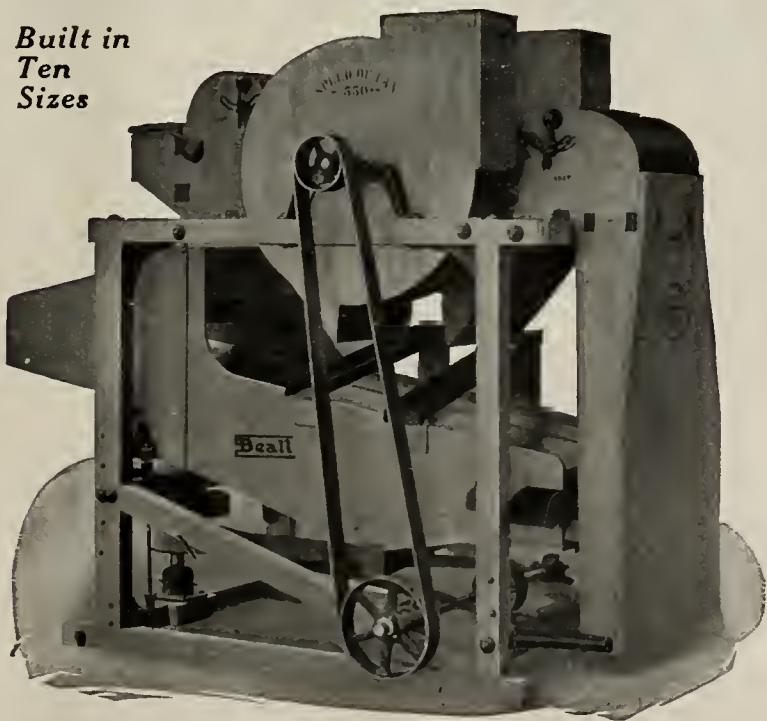
Besides embodying all the best features found in separators of other makes, our system of working two independent fans regulates the air so perfectly that there are never any "dead" spots where grain is not cleaned or "over-strong" spots where good grain is carried off because of too much air.

After the grain has passed over the alternating side and end shake sieve over the main cockle and sand sieve it drops into a wide air trunk. Here another strong suction carries off light particles of dust and foreign material and leaves the good grain for profit.

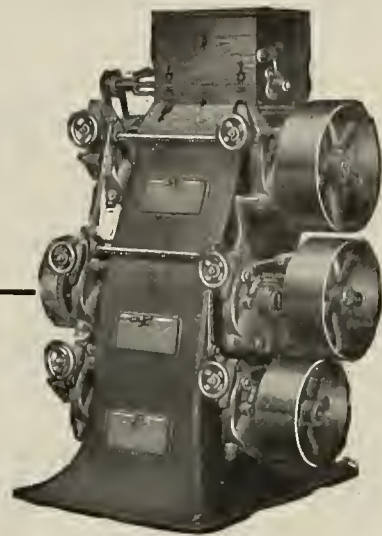
Grain cleaned with a Beall Separator raises its grade, making it comply in every respect with the Federal Grain Grades.

Let us mail you a list of successful Beall operators who will give you truthful facts regarding its dependability and efficiency.

**Built in
Ten
Sizes**



The Beall Improvements Co., Inc.
Decatur, Illinois, U. S. A.



You Need This Mill

for grinding feed, table corn meal
pearl meal, linseed meal, etc.

N. & M. Co.

Three Pair High Mill

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side.

See book on Mills, No. 1290 for details.
If you haven't got it we will send it on request.

Everything
for the
Modern
Mill

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& Marmon Co.**
INDIANAPOLIS, IND.

Established 1851

Ask for
Catalogs
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you need

America's Leading Mill Builders

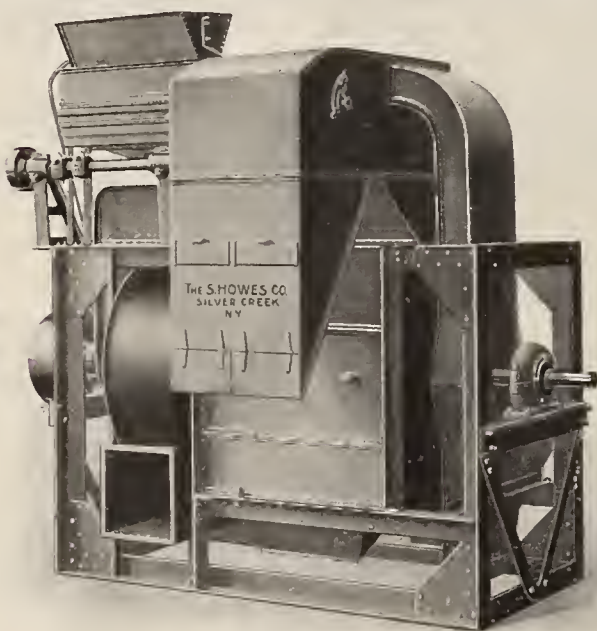


For Eternity

YES—year in and year out,
it's the same old story. The
story of everlasting efficiency
—when an elevator man buys a

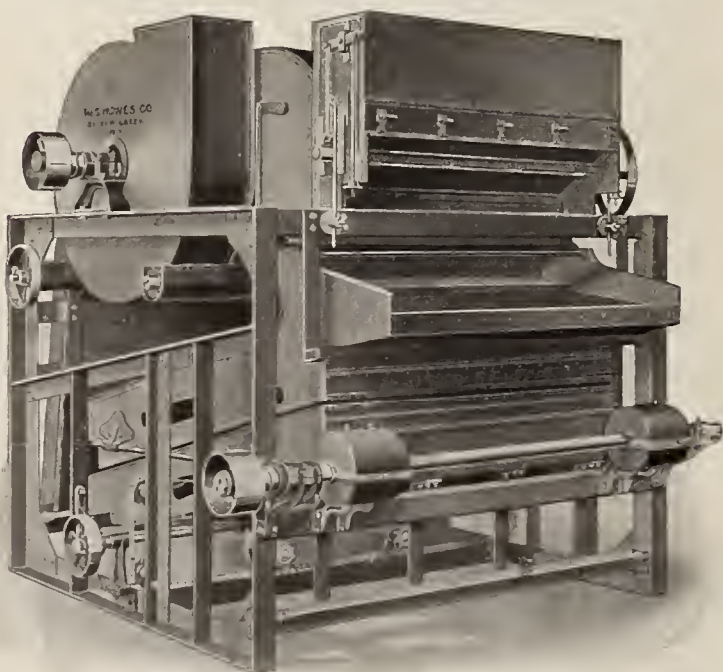
EUREKA OAT CLIPPER

he is at once assured of con-
stant service without trouble
or tinkering with the machine.



Steel Grain Cleaners

are ideal for fire-proof elevators



WOULDN'T THIS BE A GOOD TIME TO SEND FOR
THAT CATALOG OF OURS? IT'S MAILED FREE.

THE S. HOWES COMPANY
SILVER CREEK, N.Y.

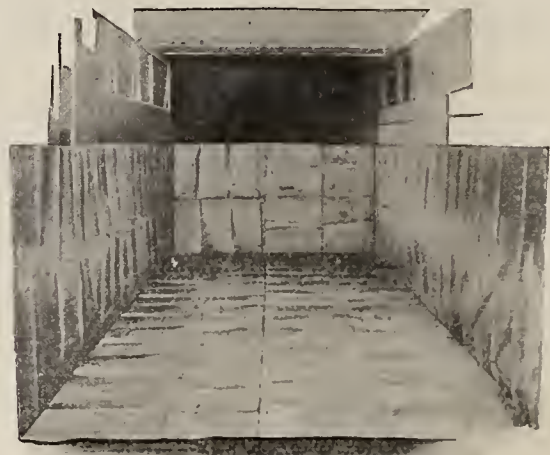
High Prices For Grain Another Bumper Crop Scarcity Of Cars

These are conditions that confront the grain ship-
per this season. Can you afford to risk valuable grain
in bad order cars? Have you figured your losses the
past few years due to transit leakage? With present
high prices for all grain, what will your loss be this year?

KENNEDY CAR LINERS

afford you the most advantageous, inexpensive and
yet most efficient method of preventing transit leak-
age. They are readily installed, and save you time
coopering cars especially when you are busiest.

Every KENNEDY CAR LINER is an insurance
policy, providing the greatest protection at least cost.
These liners line the entire car, thus covering all crev-
ices that you do not see when loading the car.



KENNEDY CAR LINERS

actually stop your losses. They deliver your grain at
terminal points in as good condition as when it left
your house. If you do not know about the advan-
tages of protection while in transit, made possible by
the use of perfect cooperage, write us and we will tell
you how the great majority of progressive grain ship-
pers all over the country have adopted our system of
protection, and more than saved many times the price
of the liner.

Harvest is close at hand and you will soon be loading
grain for market. Do not wait until the rush is on
and a bad order car is on your siding. Prepare now
—send for an assortment of these liners, and be ready
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more money than a dozen liners. Write today—Now.

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That consignment of wheat, corn, oats,
alsike, timothy or red clover seed.

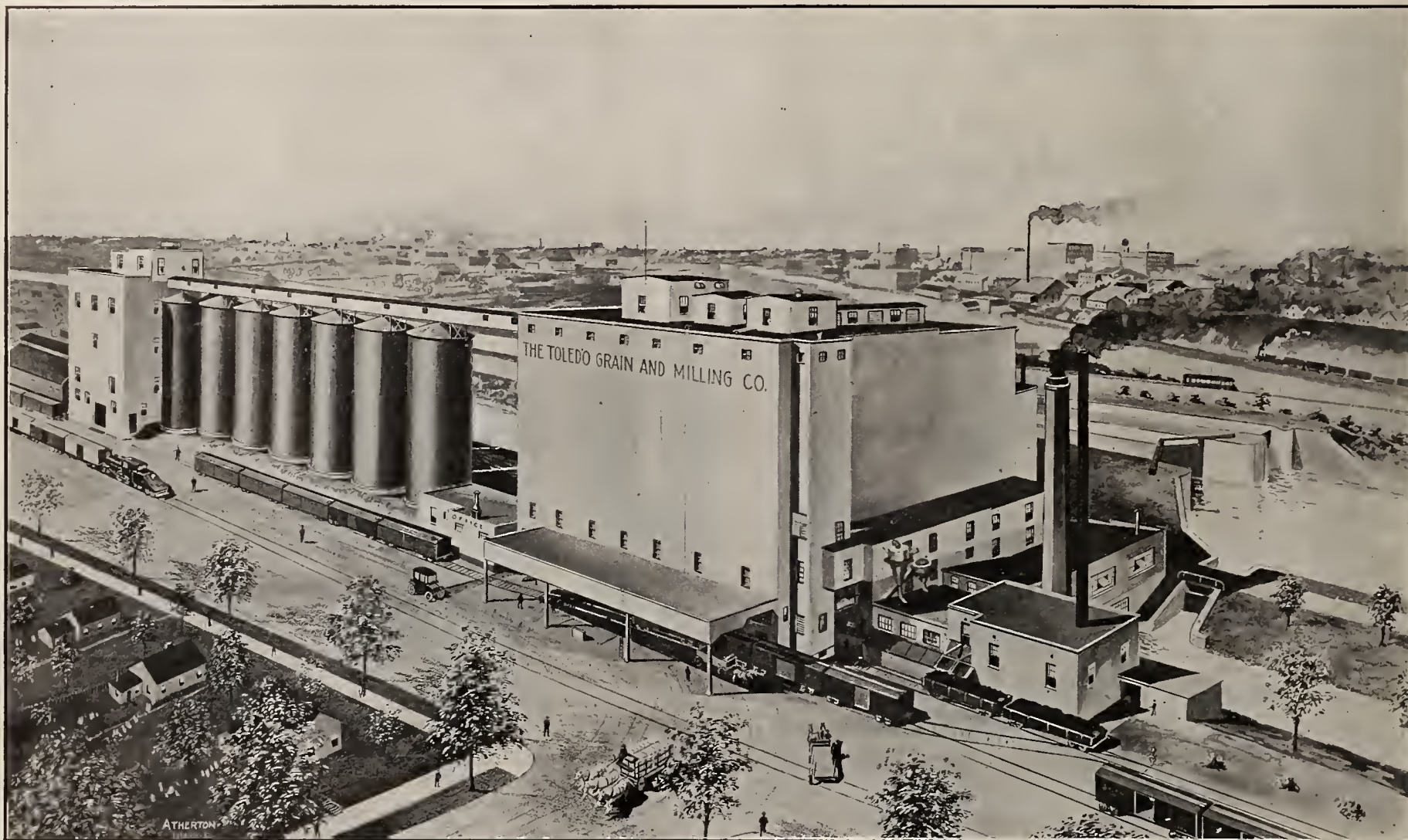
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WRITE US FOR QUOTATIONS

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best. Our experience and connections
assure you top prices. Our service guar-
antees satisfaction.

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GRAIN and SEEDS

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Field Seed Merchants

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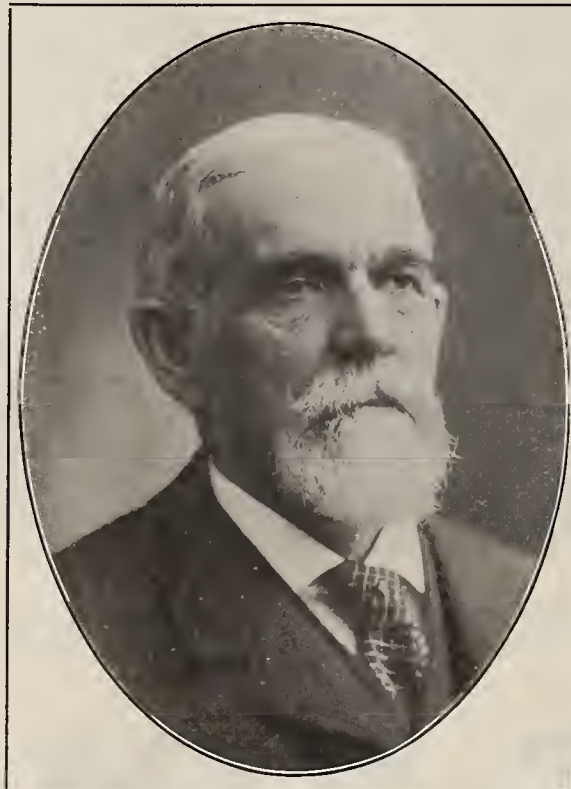
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Sec'y and Treas.

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Clovers
Red
Alfalfa
Alsike
Timothy
and other
field seeds

Send samples
for our
bids



S. W. FLOWER
FOUNDER OF
THE S. W. FLOWER CO.

Our Brands
Diamond
Pearl
Lotus
Pansy

Ask for samples
of what you
would buy

*We handle and solicit your orders for
Clover, Timothy and Alsike futures*

The S. W. Flower Co.

Toledo, Ohio

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Born 1846. That is when our firm started. It goes on forever if our friends smile on us with sufficient grain and seed business to make it profitable. Like Billy Sunday we deal in both cash and futures, Toledo and Chicago, grain and seeds. Our firm has passed thru several wars, panics, floods and fires, without a blemish. Good reputation is the greatest asset any firm can have. Our capital is not all wind. Our daily Specials are merely family letters. They are rotten but some like them. Be friendly. Write occasionally.

Get in touch with us and let us help you
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Our "Peerless" and "Mt. Vernon" Brands

These flours stand the most exacting tests at all times and will please your customers, hold your trade and bring you more.

Our mill at Toledo, Ohio, with capacity of 1100 lbs. daily, produces "Peerless" flour while our Mt. Vernon, Ohio, mill, with 400 bbls. capacity, produces the "Mt. Vernon" brand of flour. No mills in the Central States are better equipped to take care of business east or south of us. Write us for connections.

We have adequate Elevator capacity and offer you the best market for good wheat. Write for our bids and send us samples.

THE NORTHWESTERN ELEVATOR & MILL CO., Toledo, Ohio

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When
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COME AND SEE US
The
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Manufacturers of

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Buyers of

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WHEN you entrust us with your orders and sell or consign your Grain to us, you can feel absolutely sure of reliable and dependable service. In other words, your troubles are over. We make track bids to the seller, and quote delivered prices to the buyer.

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Capital Stock, \$150,000

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**COLLECTIONS REMITTED FOR
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The Second National Bank

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CAPITAL, \$1,000,000

SURPLUS AND PROFITS, \$1,750,000

ASSETS, \$12,000,000

Now located here

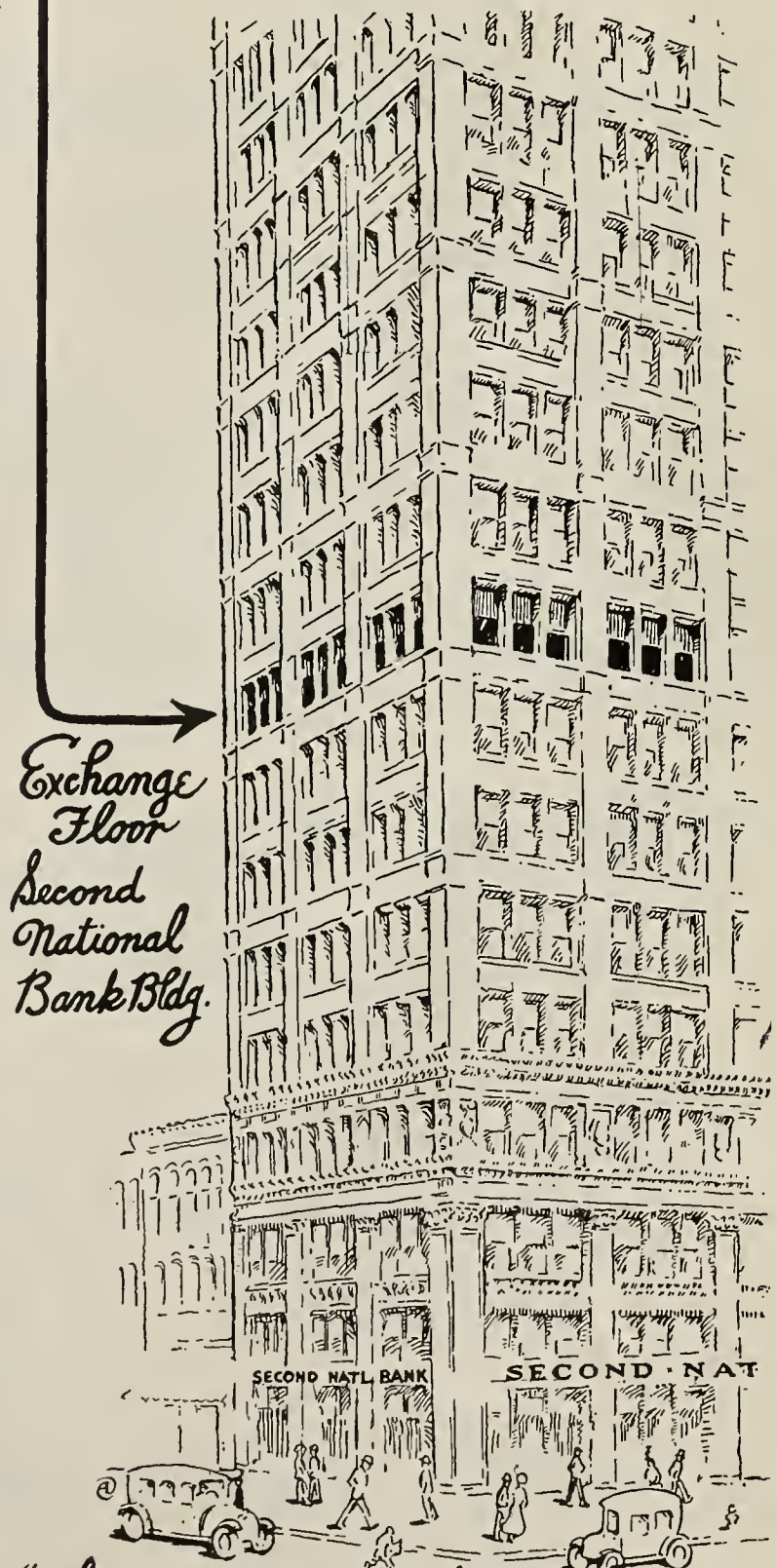
Yes, We've Moved

Here we are in new offices, in a new building, with new facilities.
Come in and see us when in town. Same old latch-string hanging out.
In the meantime, remember we're better equipped than ever to handle your business.

Southworth & Co.

GRAINS—SEEDS—PROVISIONS—CONSIGNMENTS
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"There's worth in Southworth Service"

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*Grain
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1874 Forty-one years of continuous
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Automatic 52-210

Special Selling and Grain Handling Service

*"The Highest Paid
Salesman in
the World"*

Wouldn't be a paying proposition to the grain dealer if he were not on the ground where the transactions were to be made.

We are on the ground. We cordially invite you to make use of our complete organization and selling ability which can only result from long experience (ours is over 50 years) in handling consignments for out-of-town shippers, on the Chicago Board of Trade.

Our ability in handling hedging transactions is recognized as second to none.

Our sales aggregate millions of bushels annually at prices extremely satisfactory to our customers and we guarantee to handle your business in the same prompt and thoroughly efficient manner.

LET US MAKE YOU ACQUAINT-
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OUR ABILITY TO PLEASE AND
SATISFY YOU.

ROGERS Grain Company

ALL BRANCHES
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Dealers in Grain—Manufacturers of Scratch Feed and Cracked Corn

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Split Shipments a Specialty
Established 1887

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Chicago - 2,500,000 Bus. Capacity
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New York Produce Exchange	Minneapolis Chamber of Commerce
New York Coffee Exchange	Kansas City Board of Trade
Winnipeg Grain Exchange	

P H O N E

We announce the removal of our central headquarters to Suite 701 Continental and Commercial Bank Bldg., Chicago, where Jim Fones is in charge of our **CASH GRAIN**. Write for Wagner Summer Essays on grain. Ship to Wagner. Phone C. M. Whitney, our Toledo Manager, 310-11 Second National Bank Building, Toledo. Market queries answered instantly. E. W. WAGNER & CO., 28 years in business. Grain, Securities, Cotton, Provisions.

W A G N E R

Grain Dealers Everywhere Are
Using
The Automatic Dump
Controller



No Jerks, No Jars, No Bumps,
When the team drives on the
Dump.
For underneath, a neat device
Concealed from your sight,
Makes a contented smile
Break o'er the Farmer's eyes.
For 'tis a pleasure, thus you see,
To drive upon a Dump,
And know your horses won't
be scared,
By that nerve-racking jar and
bump.

Circulars sent upon request

L. J. McMILLIN
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INDIANAPOLIS, IND.

Transit Leaks

are unknown to the grain shippers
who use

KENNEDY Car Liners

Enormous Increased Sales prove
the Efficiency, Merit and Service-
ability of these liners.

The Kennedy Car Liner

is the only device offered the grain
shipper that makes a car Leak-
Proof. Cheap—Modern—Profit-
able. Write now for particulars.

THE KENNEDY CAR LINER & BAG CO.
SHELBYVILLE, INDIANA, U. S. A.

Put Your Confidence in a Firm

whose endeavor is to serve its customers to their entire satisfaction, **always.**

To this end we have adopted the "Plugging" system or method of inspecting each and every car of hay handled by us which is

Best for the Shipper Best for the Buyer

We are the only hay receivers and shippers in the Chicago market who are using this method of inspection, assuring the shipper and buyer of hay a **true honest inspection** and a **true honest price** on every car of hay received and shipped by us.

This "Plugging" method of car inspection has been endorsed and recommended by the National Hay Association as the surest and safest for country shippers to depend on. It also gives the buyer full assurance as to the quality and grade of hay he is purchasing.

We have been in the hay receiving and shipping business for the past 20 years and are now one of the largest dealers in the country; as a result of our efforts in improving our service in the interest of our customers, our honest methods and honest prices.

A bumper hay crop is before us, and if you are not yet familiar with our service try us on the next car of hay you are shipping or buying. Our service assures satisfaction.

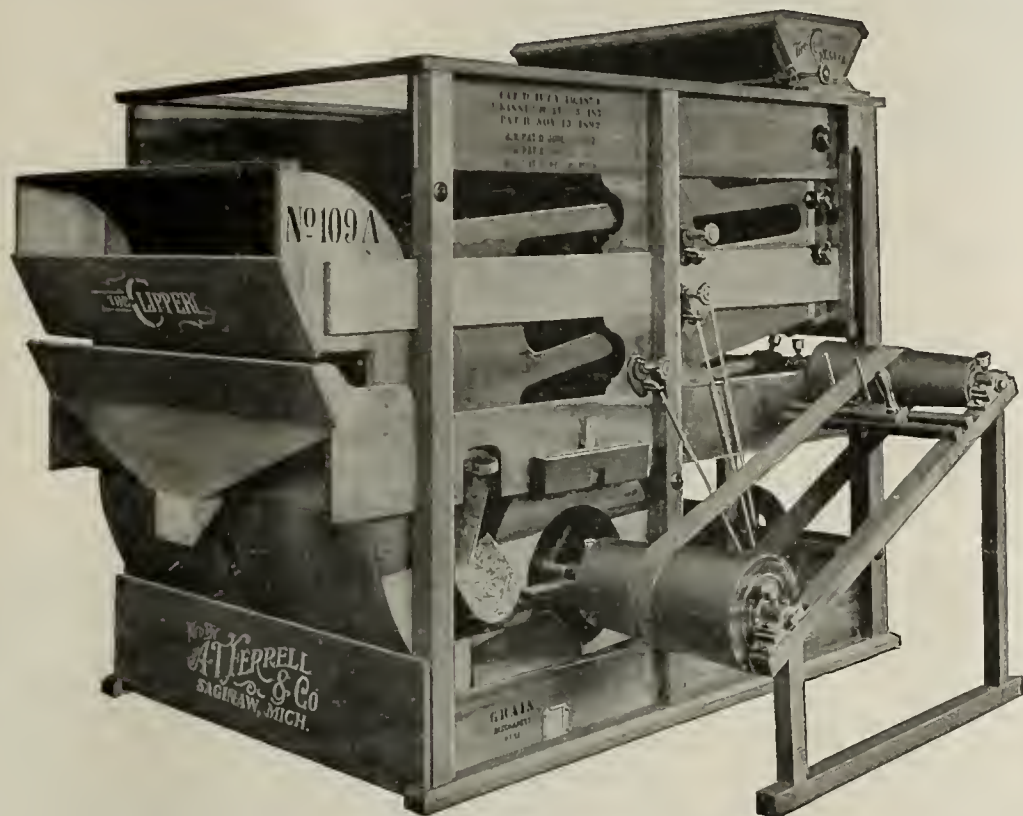
ALBERT MILLER & CO.

192 North Clark Street

Chicago, Ill.

LARGEST HANDLERS OF HAY IN MIDDLE WEST

The No. 109-A "Clipper" Cleaner



Write for Latest catalog and prices

is unequalled for handling all kinds of field seeds and grain in local elevators. It is excellent for grading seeds or seed grain, as it carries four screens—three full length and one half length—with our Traveling Brushes on the three lower screens. The Brushes enable you to keep the machine working to its full screen capacity all the time.

It is equipped with our Special Air Controller for regulating the vertical blast, which is a desirable feature. It is very light running, strongly built, easily installed and simple in operation.

We guarantee this machine to give perfect satisfaction on Clovers, Timothy or any other kind of field seed or grain, and it can be operated with one-fourth the expense for power of any suction cleaner of equal capacity. If you are looking for a first class, up-to-date Cleaner of good capacity we should be glad to send you catalog with prices and discounts upon request.

A. T. FERRELL & CO., SAGINAW, W. S., MICH.

THE ELLIS DRIER COMPANY

CHICAGO ILLINOIS
U. S. A.



Complete drying plant erected for Holmquist Elevator Co. Omaha, Nebraska.

THE STUMBLING BLOCK

In the construction of a grain drier is to so build the machine that all the grain is exposed alike to the air currents. Even distribution of the air currents means uniform drying.

The Double Pressure and Exhaust System of air application as incorporated in the ELLIS DRIER is used for no other purpose than to apply the drying air to the grain in a uniform manner.

This Double Pressure System is exclusive to the ELLIS DRIER and has been the big factor in the success of the machine.

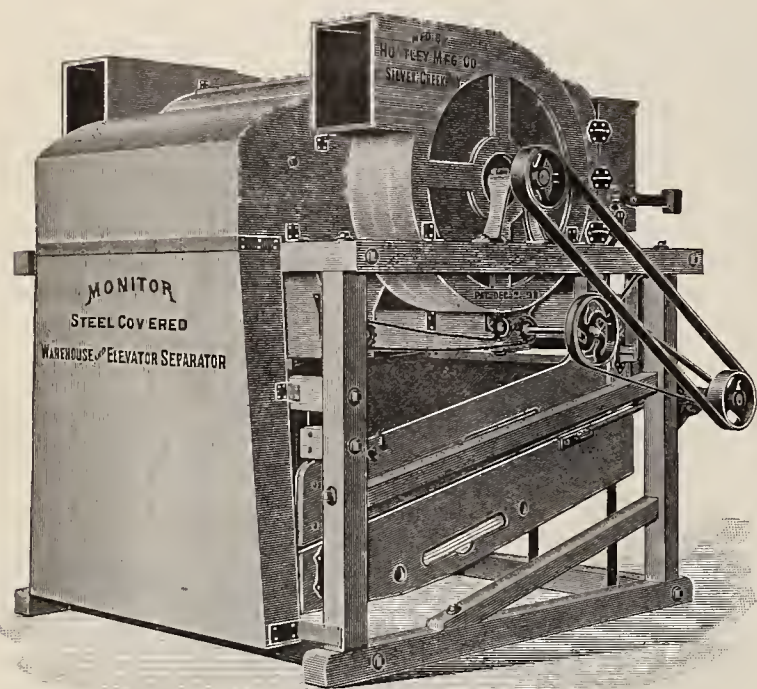
GRAIN DRIERS **THE ELLIS DRIER CO.** OAT BLEACHERS
Postal Telegraph Bldg.
CHICAGO

SPECIFY THE ELLIS: It will NOT crack, blister or discolor the grain.

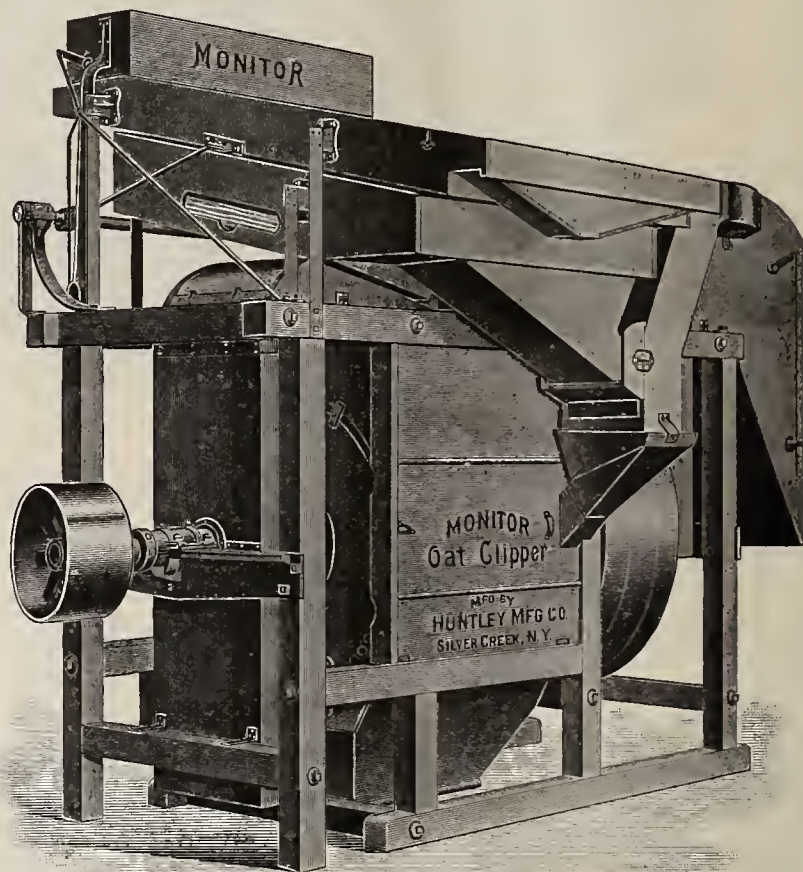
Monitor

Best in the World

Grain Cleaners



Oat Clippers



136 Styles

Destruction-proof

FIREPROOF

You are insured against loss from fire with a "Monitor" Fireproof Grain Cleaner or a "Monitor" Fireproof Oat Clipper. Today the enterprising grain dealer works to the lowest possible expense—and insurance is *an expense*; many of them prefer buying a fireproof Cleaner or Clipper to *paying higher insurance rates* on an outfit that is not fireproof. In our 136 styles of "Monitor" Cleaners and Clippers we have attained superior *fireproof* qualities of a very pronounced character. A careful checking of all the largest fireproof storage and cleaning houses will show "Monitors" in greater numbers than any other make; why more *fireproof* "Monitors" if they do not carry the best features—surely we could not get and *then hold* fireproof grain cleaner and oat clipper sales above other makers if we did not have the best.

WEARPROOF

Why use a fireproof Cleaner or Oat Clipper if not *wearproof*? Here is where "Monitors" excel—we have not sacrificed *wearing service* to get fireproof qualities—much to the contrary—our fireproof "Monitors" are capable of the same extraordinary work that made our *standard-make* "Monitors" the most-used Cleaners and Clippers in the world, in addition—fire cannot originate with them nor can fire destroy them. For refined, heavy-duty construction, simple, accessible mechanism, perfect manipulation and regulation—and the *maximum of wearing qualities* we can prove decided advantages to any grain handler who has a desire to thoroughly investigate such things. Again we say—if it's to be a *fireproof* machine, be certain also it's a *wearproof* machine.

CAREPROOF

Consistent performance day after day—year after year—the *most* in good performance with noticeably the *very least* in care and attention—a "Monitor" feature attested to by thousands of users. As a safeguard against annoyance, troubles and expense in operating Cleaners and Oat Clippers you should use "Monitors"—the most-take-care-of-themselves machines. This feature of "Monitors" make them a favorite with grain dealers *who know*. Get posted on our several types of entirely automatic machines—the newest clean-cut innovations in machinery for the grain dealer. Our catalog No. 45 and other literature explains fully.

HUNTLEY MFG. CO., Silver Creek, N. Y.

The world's largest manufacturers of high-class grain and seed cleaning machinery.

A monthly journal
devoted to the elevator
and grain interests.

Official paper of the
Grain Dealers' National
Association and of the
Illinois Grain Dealers'
Association.

Established in 1882.



Published on the fifteenth
of each month by Mitchell
Bros. Publishing Co., 431 So.
Dearborn St., Chicago, Ill.

Subscription price, \$1.00
per year.

English and Foreign sub-
scriptions, \$1.75 per year.

Established in 1882.

VOL. XXXIII.

CHICAGO, ILLINOIS, JUNE 15, 1915.

No. 12.

A Fireproof Nebraska Plant

Experience Gained in a Disastrous Conflagration Aids in Rebuilding Plans—A Modern Elevator and Mill Made Secure from Fire without Sacrificing Either Appearance or Utility

IT IS related that out at Lexington, Neb., after the demon of fire had witnessed the destruction of the Lexington Mill & Elevator Company's plant last December, his emissaries hung about in anticipation of another carnival after the new buildings had been completed. They, however, suffered bitter disappointment. There is no more chance of burning the new elevator and mill, which was finished May 15 by the Burrell Engineering & Construction Company of Chicago, than a German tourist singing *Die Wacht am Rhein* on the Strand on a crowded Sunday afternoon.

The new plant is fireproof forwards and back, to the middle and out, top to bottom, and will be a witness for years to the sagacity and foresight of its owners in erecting buildings seemingly permanent for all time. Besides this, the elevator and

mill are of unusually handsome appearance as our illustration shows, and Messrs. Leflang, the owners, have a plant of which they, as well as the citizens of Lexington, may be justly proud.

The mill building is 66x34 feet ground dimensions and 75 feet high; the elevator is of the same height with ground span of 34x30 feet. The entire construction of the elevator and bins, which are 15 in number, is of reinforced concrete and the mill building has reinforced concrete foundation, beams, girders, posts and floors, while the outside curtain walls are of brick. The elevator has a capacity of 50,000 bushels of grain, while the mill is capable of manufacturing 400 barrels of flour daily.

The first floor of the elevator, immediately under the bins, has a height of 14 feet, and contains one automatic scale and a No. 180 Eureka Separator.

Grain is received both by cars and wagons. From the receiving sink it is conveyed by a short leg to the scale and then by lofter leg to the top of the cupola where it is distributed to any bin or into mill building. The same process is gone over with grain to be cleaned, and the two short legs and two lofter legs have a carrying capacity of 1,500 bushels per hour.

The builders claim it is one of the most conveniently arranged plants they have ever constructed. It is operated by steam power and equipped with a grain drier and machinery of most modern make. The officers of the Lexington Mill & Elevator Company are E. M. F. Leflang, president; A. C. Leflang, treasurer. They have a line of elevators in Nebraska and are known throughout the state as progressive millers and grain dealers.



NEW PLANT OF THE LEXINGTON MILL & ELEVATOR COMPANY, LEXINGTON, NEB.
Designed and Erected by the Burrell Engineering & Construction Company, Chicago.

The Grain Dealers' Round Table

Keeping the Force Together—The Question of Brands—Establishing Branch Houses—
Individual Motor Drive—Does Specialization Pay?—
Be Sure You're Right

By G. D. CRAIN, Jr.

MANY elevator managers believe that it is folly to try to cut the force down to meet reductions in the volume of business, and that the advantage of having experienced men on hand when trade is good more than makes up for the expense of carrying them through lean periods.

This theory is in strong contrast with the policy used by some plants, where men are paid by the piece, and where they are compelled to stand around with their hands in their pockets when there is nothing to be done.

The grain men who follow the former system point out that when elevator crews are not regularly employed, the good men are very likely to get away, and are difficult to get back again, so that the crew at any particular time will be made up of the less desirable men.

"We try to keep our force together all the time," said a dealer who has been pretty successful. "The increase in the force made necessary by maximum business, compared with the minimum, is less than 50 per cent. When there is nothing that actually demands attention, we keep our men busy tightening belts, cleaning out the conveyors, oiling the machinery and putting things to rights generally. When we run out of work inside the plant we put them at the job of weeding between the ties of the switch. We always find something for them to do that is worth while, and we are willing to pay them for doing this sort of work, just so that we may have a force of top notchers when the demand comes.

"Work around a grain elevator is of such a varied nature that unless your men are good, all-round hustlers they will not prove satisfactory. That is why it pays to carry the desirable employees through the dull periods."

* * *

The subject of brands and branding is getting more and more attention as grain dealers realize the selling value that a well designed package adds to their product. And the fact that most articles that are worth while are now branded, and that the public has been educated to call for goods by their trade names naturally makes it easier than it would be otherwise to develop a demand for a special brand.

One big grain dealer who believes strongly in brands has worked up business not only by pushing his own brands, but by encouraging dealers who buy of him to have their own, too. In spite of the fact that apparently it would be better business for him to have the retailer's customers calling for the brand of the wholesaler, he has no objection to the former figuring out a trade name, and to supplying sacks carrying that name.

"This is the way we work it," he explained. "When we get a dealer on our books, buying a considerable quantity of grain, we let him know that we will be glad to print his sacks with his own brand, as well as his name. That pleases him, and when we have a special plate made for the purpose of handling this proposition he realizes that we appreciate his business, and are trying to make it pleasant and profitable for him as well as for us. We have our own printing department, and put the brands on the sacks ourselves.

"What happens? The dealer is naturally proud of his brand and of the sacks carrying his name and the trade-mark of his special line of goods. When there is competition from some other house, which hasn't his plate, and will not be able, without considerable expense, which would not be justified by a single order, to furnish one, the effect of the competition is weakened considerably by this condition. As a matter of fact, the private-brand

arrangement that we have encouraged the dealer to develop is a big protection to our business."

And, aside from this feature, a clean, well-branded sack is a good advertisement for the grain it contains. It may not be as good as that inside a dirty patched sack, but the consumer will be ready to give it the benefit of the doubt.

* * *

A certain successful hay and grain dealer, who furnishes feedstuffs to some of the principal buyers of his community, recently built an elevator in an industrial suburb of the town, from which he is now supplying many of his customers. In this way, by reason of the fact that the principal establishment is well located with reference to a great many other buyers, he is able to take care of some of the most important business he handles with the shortest possible hauls.

This dealer, like a good many others, has realized that the best way to make money in the retail end of the grain and hay business, as well as at other points, is by cutting handling costs. The market value of the product is pretty definitely established, and it is only by making the margin between cost and selling price contain a bigger percentage of profit, by reducing the expenses of operation, that success can be won. The plan of substituting lower grades and playing with the quality of the material is obsolete. It isn't fair to the customer, and that sort of thing usually reacts on the seller.

The branch house plan may not be practicable for many concerns, and obviously requires a big volume of business to make it a success. In addition, it makes supervision more difficult. But if these factors can be arranged satisfactorily, it looks as if the benefits of the scheme would probably be considerable.

* * *

"Every machine in our plant has its own individual motor," said an elevator man in an Ohio valley city. "We are on the unit basis absolutely, and we are never spending a cent for power that isn't actually required.

"This enables us to concentrate our business, and use only as many sections of the plant as the volume of business going through requires. Naturally expenses are held down to the minimum.

"A large part of the saving, of course, flows out of the fact that we use central station service and don't make our own current. Perhaps it would be cheaper in some towns for the elevator to run its own steam plant, have a generator and produce its own electricity. But we have a contract that makes it better to operate on the other basis. It certainly is more convenient, for if we have only a little grain to handle, all we need do is to use the motors operating the machinery which is to be used. We don't have to get up steam and produce power on a basis of 100 per cent operation.

"A new wrinkle in connection with the use of motors that appeals to me is the fact that the electric motor houses carry a large stock, and if one of our motors goes wrong, we simply telephone to the dealer. He comes out, disconnects the motor, installs another of the same type and capacity, and we proceed as usual. He repairs the motor and brings it back later on, but we lose practically no time during the operation. That certainly beats the old plan of enforced layoffs due to trouble with the power plant or transmission, doesn't it?"

* * *

While one often finds successful grain concerns specializing in corn or oats, it is less frequent that a member of the trade specializes on any particular kind of trade. The experience now being recorded

by a certain well-known house would tend to suggest the doubtful benefits of putting all of the eggs in one basket.

In this case the concern has devoted all of its time to developing business with consumers of grain in a large industrial field. It has studied this particular business, and while some of the other grain concerns in its section have handled it to some extent, it is the authority on that subject. In fact, it concentrated to such an extent as to become regarded as the official grain house for the trade, and consequently it got the lion's share of the business.

That, apparently, proves the advantage of the plan.

The sequel, however, is not so favorable. Trade conditions in the industry which the grain man devoted himself to have been bad, and have been getting worse for a number of years. During the current year, for instance, the consumption has been less than half of normal. It is doubtful whether the business will come back to its original extent, or whether it will come back at all. The grain concern can hardly divorce itself from that business, and it would find it difficult to make new connections. Altogether, the problem which confronts it is a serious one.

One swallow doesn't make a Summer, and one example doesn't establish a principle; but at least it is a straw showing which way the trade wind is blowing.

* * *

A grain concern which decided some time ago that conditions in its territory were right for a campaign on a poultry feed made some rather elaborate plans for the development of the business. A formula was determined upon, a brand was selected, an advertising agency employed to write copy and help select the poultry and farm papers to be used, and everything was running fine. Just about that time, however, after engravings had been made and considerable expense gone to, the concern was notified that the brand which it had decided to make a household word among admirers of the industrious hen had been the property of another concern in the same line for many years, and was registered at Washington. Consequently the whole campaign had to be revamped, new cuts made and a lot of valuable time lost. So much was lost, in fact, that the company may not get under way for another season. This was only a little point, but it proved important.

GRAIN FACILITIES AT MONTREAL

It has long been the ambition of Montreal, Canada, to become the first grain shipping port on the Atlantic Seaboard. Each year the Harbor Commissioners announce plans for improvement which make this ambition more possible of realization.

The plans for this Summer call for an expenditure of \$2,000,000, of which \$800,000 is to be used for a 1,500,000-bushel addition to Elevator No. 1, which will bring the capacity of the house to 4,000,000 bushels, the largest in any Atlantic port, and the total capacity of the Montreal elevators to 11,250,000 bushels. This increase in handling facilities, together with the improved rail and water connections, will go far toward accomplishing the purpose of the Commissioners in making Montreal the premier grain port of the continent.

In addition to the increase in storage, the Harbor Commissioners have planned extensive improvements in the channel and the docks. Dredging is being done on a large scale to furnish a 20-foot channel on the south shore, which will also reduce the St. Mary's current by 15 per cent. The Jacques Cartier and the Victoria Piers are being extended and 250-foot additions will be made to two of the high level piers. The Victoria Pier enlargement will give berths for two more ocean liners and many river boats. The wharves will be paved.

All of the elevators controlled by the Commissioners have been constructed on plans which admit of the most economical handling of grain, both by rail and by water, and the expected increase in Canada's crops will make the improvements most timely.

A New Grain Sampler

First Complete Description and Views of an Accurate Device for Sampling Grain and Seeds Which Was Recently Perfected by a Government Expert

By WALDON FAWCETT*

Washington Correspondent of the "American Grain Trade"

A GOVERNMENT expert has just originated and will donate to the grain trade the idea of a new grain sampler that is claimed to be superior to anything of the kind heretofore evolved. This important new invention assuredly makes its appearance at a most opportune time. If it cannot be said to fill a long-felt want, at least it fills one keenly felt, though that want be of comparatively recent date.

Ever since it was announced that the U. S. Department of Agriculture would undertake to establish grain grades and particularly since the Federal corn grades became an established fact, communications have been reaching Washington in ever-increasing numbers from grain handlers who besought the aid of the Agricultural Department in their quest for a satisfactory and dependable grain sampler. Some of the grain men have merely asked that the Department recommend a commercial sampler, it being their presumption that a satisfactory sampler was on the market, though unknown to them. Other grain men, presumably of wider experience, have asked the Government to undertake the solution of the problem of obtaining an accurate and dependable sampler. These latter correspondents, some of them, have set up the claim that the samplers heretofore available have not been all that was desired—principally because they do not give enough separations of the grain.

Partly because of these representations and partly because the Government grain experts are finding, in their own tests and experiments, an increasing need for a first-class sampler, the Department of Agriculture took action. About a year ago E. G. Boerner, assistant in the office of Grain Standardization, was detailed to grapple with this problem and Uncle Sam's new device for sampling grain, seeds and other material is the result. The invention is patented, but Mr. Boerner, like many another Government expert who has made important discoveries, has dedicated his patent to the public, with the result that any grain man is at liberty to make arrangements for the construction of such samplers for his own use without paying royalty.

Incidentally, it may be mentioned that so keen is the grain trade on this subject that certain prominent grain interests in Chicago and elsewhere have already asked the Grain Standardization office to place orders with the Schleunes-Willig Company

of Baltimore, Md.—which firm has been awarded the contract for furnishing the samplers needed for Uncle Sam's own use—for duplicate devices, built to the Government specifications, but for use by the private concerns above mentioned. The samplers cost in the neighborhood of \$50 each. One



E. G. BOERNER OPERATING HIS RECENTLY INVENTED GRAIN SAMPLER

will be placed in each of the laboratories of the Grain Standardization office, located at strategic points in the grain-growing districts, and it is also the purpose of the officials to demonstrate the new invention at all the principal fairs and conventions of grain men.

The accompanying pictures, the first that have been permitted to be made at the Department of Agriculture showing the new sampler in operation, will convey an accurate idea of its design and method of manipulation. One of the most impor-

tant claims made for the new device is that its construction and process are so simple that any careful worker can obtain reliable samples. Furthermore, there is the advantage that power is not required for the operation of the sampler. Gravity is wholly depended upon to make the material pass through the little machine.

Before proceeding to describe this important new piece of equipment for the grain man, it should perhaps be made clear that the primary purpose of the inventor was to evolve a mechanism that would meet the demands of grain and seed dealers and laboratory workers for securing a reliable sample of grain or seed from a large portion of the material, to be examined, graded or analyzed. The possibility of using the apparatus for sampling flour, meal, feeds, etc., was in a sense an after thought, although the importance of such incidental use is now coming to be recognized. So, likewise, has it developed that this new invention has a valuable function in its usefulness for mixing or blending and dividing two or more streams of unlike material in such manner that the resulting streams will embody a thorough mixture.

The samplers thus far constructed are made of brass or a good grade of zinc, both of which metals are supposed to be rust-resisting, but the inventor declares that any one of a variety of materials might be satisfactorily employed. The device, being supposed to rest upon a table or other solid base, is provided with three legs or supports, which elevate the main body of the apparatus in such manner as to facilitate the handling of the grain. This pioneer sampler, which weighs some 15 pounds, is adapted for use at laboratories and grain-handling plants where suitable facilities can be depended upon, but the inventor is now at work on a portable sampler, into the construction of which aluminum will enter largely, with the result that the device will not weigh more than two or three pounds and will be ideal for sampling carloads or cargoes of grain.

Perhaps the most conspicuous features of the Boerner sampler are a hopper and a cone, the former being held in position above the latter. The cone is provided at its base with a series of separated ducts, these ducts having uniform distances or spaces between them. Structurally, the ducts may be made part of the cone or they may be so arranged as to be adjustable by the use of rivets or clamps. To the bottom of the ducts is attached a funnel provided with a spout at its lower extremity and thus we have the ducts providing a passageway from the exterior of the cone to the interior of the funnel.

The above-mentioned funnel, which may be designated the inner funnel, is enclosed by another or outer funnel and this latter also has a spout at its base. The upper portion of the outside funnel is of such proportions that it extends over the ducts



POURING GRAIN INTO THE SAMPLER



A DEMONSTRATION FOR DR. DUVEL

*All photos copyright by Waldon Fawcett.

and base of the cone, already mentioned, and thus we have the enlarged opening of the outer funnel partly circumscribing the cone. An aperture near the lower end of the outside funnel permits the passage of the spout from the inner funnel, but the space between the funnels directly over the spout from the inside funnel is neatly bridged in such

of the original amount than one-half, it is only necessary to return to the hopper the material caught by either one of the receptacles above mentioned and run it through again. Of course this operation can be repeated as frequently as may be desired to attain any result that may be sought.

The versatility of the sampler renders it equally

From the standpoint of the practical grain man one of the great advantages of this new sampler is found in the circumstance that it enables a sample to be accurately divided so that one-half the portion can be used for testing and grading by the buyer, while the duplicate half can be turned over to the seller. Or if preferred, the half that is not required for immediate grading and testing may be retained for future reference by either buyer or seller. Both parties to a transaction are enabled to feel entire confidence in the sampling, because it is so obvious that in the transit of grain through the machine the material is separated into as many parts as there are air ducts and spaces, all the parts from the ducts going to one container and all the parts from the spaces going to another container.

Officials of the Office of Grain Standardization who hope for great things from the operation of this new sampler are not only eager to see the trade adopt scientific sampling, but are also anxious that the grain interests in general adopt the methods of preserving and transmitting samples that are followed in the Federal service. The Governmental routine requires the enclosure of all grain samples in air tight containers, which latter in turn, are, for the sake of convenience, enclosed in canvas bags. Prior to the introduction of the moisture tester it was not realized that there was need for such care with respect to grain samples, but since the disclosure of the effect of drying on damp grain it is deemed desirable that samples be safeguarded against a change of condition. In an accompanying illustration is shown the standard one-quart tin can for grain samples which has been adopted by the U. S. Office of Grain Standardization and likewise the simple device which has been invented for opening the friction top of this type of air-tight container.

The U. S. Office of Grain Standardization now has in preparation a pamphlet containing diagrams and working drawings which will shortly be available for free distribution and which will give all the technical details that are likely to be needed by



HANDLING CORRESPONDENCE WITH REFERENCE TO SAMPLING AND GRADING
G. W. Morrison in Charge of Clerical and Correspondence Division.

manner as to prevent the lodgment of material as it passes through the apparatus.

Such is the spacing of the outside funnel with reference to the inside funnel that there is opportunity for the material to pass freely between them. By following this description and consulting the accompanying illustrations it will be appreciated that the spaces between the ducts at the base of the cone constitute unobstructed passageways from the surface of the cone to the interior of the outside funnel. With that same precautionary policy evidenced by the bridging above mentioned, the spaces between the ducts below the base of the cone have been closed in order to preclude the possibility that any of the material as it passes between the two ducts shall bound into the inner funnel.

The adjustment of the hopper on its supports is such that the peak of the cone is directly under the center of the opening of the bottom part of the hopper and this insures the even spreading of the material on all sides of the cone. One more clever adjunct which should be noted is a shield so fastened to the short spout at the lower part of the hopper that the material is prevented from bounding clear of the apparatus as it falls from the hopper onto the cone.

Operation of this ingenious sampler is, as has been said, very simple. As the first step the material to be separated is placed in the hopper and thereupon the opening of a gate or valve allows the grain or seed to pass through the opening to the peak of the cone. The grain assumes in its passage a form suggestive of a circular column, and as it is spread on the cone it makes a line equal in length to the circumference of the cone at its base, where it is divided into sections by the ducts and spaces. Consequently when the material enters these ducts it passes through them and falling into the inner funnel ultimately finds its exit through the spout at the bottom, whence it pours into the waiting receptacle.

Meanwhile all the material that enters the spaces between the ducts falls into the outer funnel and is spouted to a second container. Inasmuch as the widths of the ducts are equal to the widths of the spaces, it necessarily follows that the material is separated into equal parts. The reader will understand that if it be desired to obtain a smaller part

efficient when it is desired to obtain a small sample from a large quantity of grain—say, the object is to sample a cargo or a carload of grain as it is discharged. In the face of such requirements the space between the ducts is widened, the device being so constructed that this may be readily accom-

plished. The object of this adjustment of the ducts is, of course, to accomplish an arrangement whereby any fraction of the material entering the hopper can be made to pass into the ducts and thus to the inner funnel. By the simple expedient of superimposing two or more of these devices, one above the other, the grain portion taken out of the ducts during passage through each machine will speedily reduce the material to any size sample that may be desired.



MR. BOERNER OPENING A ONE-QUART GRAIN SAMPLE CAN
Both the Opening Device and the Air-tight Can Have Been Approved by the Government.

grain men who may be disposed to adopt the new sampler in their own operations.

SIX vessels carrying 402,000 centals of wheat and 42,000 centals of barley from Pacific Coast ports arrived at European destinations on May 22.

HIGH water weakened one of the bridges of the Chicago Great Western Railway near Fort Dodge, Iowa, and wrecked four wheat cars, the wheat being washed down the stream.

The River Traffic in Grain

Panama Canal Opens New Transportation Problems for the Central West—Our River System and Its Possibilities—A Great Movement Under Way

By FORMAN TYLER

THE grain trade is hard to arouse on any question affecting its cost of doing business unless it is shown that it is the victim of discrimination. Then it rises on its hind legs and squeals. There has been general apathy in regard to the hearings on the proposed raise in rates in Western territory, because it was felt that so long as this

for the rates in this coal movement. These are microscopic. Let us translate them into something with which the average business man is more familiar. Suppose you have a ton of freight to ship and a dollar to spend in shipping it. How far will the dollar carry the ton by the different methods and at these different rates of transportation? At the



THE IMPROVED WATER FRONT AT DAVENPORT, IOWA

market or that would not suffer in a proportionately greater degree than a competing market, there was nothing to get excited about. The producer would pay the freight in any case and the balance of trade would not be disturbed.

But a new factor has come into the grain transportation problems of the Central States. With the opening of the Panama Canal there has come new competition in markets which were before practically monopolized. The Pacific Coast grain shippers are now strong contenders for the European and Atlantic Coast trade, and the rail rates from Missouri River points to the Atlantic Seaboard are so greatly in excess of the water rates from Washington and Oregon via Panama, that the Eastern market is in danger of passing into the hands of Pacific Coast shippers, and the flour trade to Western mills. It is high time for the grain trade of the Mississippi Valley to become aroused.

Charles Dickinson, of The Albert Dickinson Company, Chicago, recently pointed out at the Waterway hearing in Chicago the difference in rates between water and rail carriage. His firm imported seeds from Japan, across the Pacific, through the canal to New York and back to Chicago by water, a total of 9,000 miles, for 35 cents per 100 pounds, against a rate of 33 cents per 100 pounds from Dakota points to Chicago.

Mr. Ellis of the Chicago, St. Louis & Gulf Transportation Company makes another comparison: "The average rate of all the railroads in the United States during the past few years has been about seven and one-half mills per ton-mile. We could pick out a special group of railroads upon which the average has been about 5 mills. On the Erie canal in recent years the ton-mile rate has been about 3 mills, while on certain canals in Europe, which are deeper and wider, the rate is 2 mills. The official records kept at the Soo show that the average rate on the freight carried into and out of Lake Superior in 1911 was two-thirds of a mill per ton-mile, while coal is regularly carried from Buffalo to Duluth, and often has been carried from Pittsburgh to New Orleans, for one-third of a mill per ton-mile.

"The Pittsburgh Coal Exchange is our authority

average rate for United States railways 133 miles; at the rate on the group of selected railways 200 miles; on the Erie Canal 333 miles; on the European canals 500 miles; by lake at the average rate and through the Soo Canal in 1912, 1,500 miles, while the rate at which coal is carried, both on the Great Lakes and the Ohio and Mississippi Rivers a ton



BARGE PASSING A LOCK AT LOCKPORT, ILL., ON THE CHICAGO DRAINAGE CANAL

of freight can be shipped 30 miles for 1 cent, 300 miles for 10 cents, 3,000 miles for \$1, and remember that high-class available freight could be carried on the water just as cheaply as coal."

The Mississippi River and its tributaries comprise 16,000 miles of navigable waterway which might be used by the grain trade to its untold advantage. Eighty-five per cent of the corn raised in this country and 75 per cent of the wheat is grown in the Mississippi Valley. A large proportion of this enters into interstate traffic and could reach its final

market by water if the facilities of river and canal were fully realized.

We have heard it argued that cheaper transportation would not materially benefit the elevator operators; that the only ones who would benefit would be the producer and the exporter. By the same line of reasoning it might be presumed that the railroads would fight the development of water traffic as it would deprive them of business. But on the contrary, the railroads have very generally favored the resumption of river transportation as they know that it will open up world markets to the territory, which have hitherto been denied, and will so stimulate business of every kind that their share of the increase will more than make up for what they lose to the water traffic. And so the elevators can benefit in the same way. If the farmers of the Central West find that, because of cheaper transportation, their grain is worth 15 cents more per bushel there can be little doubt but there will be more grain raised, and it is the volume of business transacted that determines the net returns of the elevator as the great part of the expenses remains stationary.

The history of inland navigation, its decline and the corresponding increase in railroad traffic, is no criterion of what can be done today. When the railroads wrested the freight business of the valleys from the river boats, the river channels had not been improved by the Government, insurance risks were high, capital could not be enlisted nor high priced men engaged to meet the competition. The transportation companies were inefficient, the boat schedules unreliable, and the passenger and mail revenue of the railroads made it possible for them to meet the river freight prices. In the hands of capable managers the river transportation of today would present quite a different picture, and steps are already under way to make the dream a reality. The word has been spoken and all along the line individuals and municipalities and even states have awakened to the importance of the question.

On the north St. Paul and Minneapolis are working on the problem of how best to improve the water front and provide warehouse and elevator capacity at the head of navigation. Davenport, Iowa, has just reclaimed a large area on the river, part of which will be used for park purposes and part for

factories and warehouses for the river traffic. The leading spirits in civic affairs in St. Louis are taking the question up. Meetings have already been held, and the improvement of the waterfront with municipal docks, warehouses and elevators will only be a question of time. In Illinois the whole state is interested in the question of how best to connect the head of Mississippi navigation at LaSalle with the St. Lawrence Valley at Chicago. Several plans have been advanced and one or other of them will be adopted. Canal traffic is already possible for

light draft barges, but a more efficient channel is desired. Peoria, Alton and Cairo, Ill., have wonderful water fronts which are wholly undeveloped, which is also true of the cities on the lower Mississippi. These have adequate dockage for the present traffic but no facilities for bulk handling of grain.

One of the greatest improvement projects of the immediate future is at New Orleans. At that port during the past year the number of river craft registered by the Dock Commission as entering the port were 1,640 steamboats, 2,245 luggers and launches, and 298 miscellaneous boats. Immense cotton warehouses are now under way and a public elevator has been determined upon, waiting only

SYKESY was a Hoosier. He lived in a Hoosier "city," let us say Warsaw, because so many good people have rendezvoused at Winona Lake in the long years since Sykesy. The Hoosier city was feeding many railroad passengers and reckoning them in her proud census. The place was full of railroad slang, new railroads and traveling men.

Sykesy

How Wheat Went Out of Northern Indiana in the Seventies

By JOHN McGOVERN

the landlord. "It's \$50 a year. It's all right if you fail—but you'll not fail!"

Local wheat-buyers in those days of long-ago had been forced to ship wheat to the East and await returns, being meanwhile at the mercy of the middlemen. Sykesy meant to actually buy wheat and pay the local man the cash. This was an entirely new thing in that region.

So Sykesy got on the next train and rode to the end of his 80 cents' worth. The wheat dealers were only too glad to see him. They sold him five cars of No. 2 red, and would have sold him 50 more had he dared take on so much. But in buying five cars he had made about \$50 for his day's pay. The sellers of the wheat were to start the loading of the cars that afternoon and bring the bills of lading, in Sykesy's name, to Warsaw the next day. Sykesy was to get home, and it was snowing hard. But what was snow to Sykesy, the man of large ideas? A passenger train came and went—no use in bothering the passenger men. A freight train was getting ready to take the main track. Sykesy knew the conductor.

"I'd like to take ye back, Sykesy," said the train man, "but you know how it is!"

"All right," said Sykesy, "I'll just walk down the other side of the train, and you needn't bother your head." So Sykesy climbed on a sand car far down in the train, and when the brakeman afterward came along on top the train and looked down on the contraband, interdicted and illicit Sykesy, that brakeman wheeled around, and, at some risk of falling, turned his brake with his back to the sand car below him. Thus it came that Sykesy was not discovered by the lynx-eyed trainmen, and rode home in rust, snow and glory.

The next day saw Sykesy bright and early at the bank in Warsaw.

"Here," said he, "are bills of lading for 2,500 bushels of No. 2 red, billed to me, George Wash-



A STEEL BARGE ON THE MISSOURI RIVER

the decision as to whether the Port Commission or the Public Belt Line Commission shall have charge of it.

On a shipment of flour from Kansas City to East St. Louis recently, the Southwestern Milling Company saved 1½ cents per 100 pounds. Shipments of coal and steel from Pittsburgh to New Orleans are made regularly at an enormous saving over rail rates. A comprehensive plan is being worked out by the Chicago, St. Louis and Gulf Transportation Company and by other interests, to combine the transport system of the Mississippi and its tributaries into one great company which will arrange its schedules to meet the traffic conditions on the various streams. The illustrations for use in this article were kindly furnished the writer by the above named transportation company.

Nothing could help this project more than the co-operation of the elevators along the streams, for if arrangements were made at all points for handling bulk grain economically, the volume of this business alone would reach enormous proportions. By handling the grain barges in fleets the cost of transportation would be lowered to the minimum as each barge would have a capacity of from 600 to 1,000 tons. Marine legs would have to be provided at the transfer points, or floating elevators which could handle the business satisfactorily, but every obstacle could be overcome easily if it were found that the traffic would be profitable. There can be little question but that such a comprehensive system would widen the world market for the grain dealers of the Central West.

ALL stocks of wheat in France will be requisitioned by the government, according to late reports, a uniform price of \$2.80 per cental having been established.

A PRIZE contest for the best acre of oats grown in Michigan, with a gold medal as the first prize, is to be conducted by the Michigan Agricultural College this season.

A KANSAS farmer has taken out an insurance policy to protect his 1,515 acres of grain against hail. The face of the policy calls for \$15,470 and a premium of \$850.85 was paid.

It was in the days before India and Odessa had begun to export wheat, and Rosario had not been heard of.

Sykesy was bursting with the desire to succeed; he was boiling over with untried ideas; he was aware of the weakness, timidity and average humility and ignorance of mankind; yet he himself was also ignorant and inexperienced. And as to cap-



THE WATERFRONT AT PITTSBURGH, PA.

ital, Sykesy possessed, on this pivotal morning of his life, just 80 cents. But he met a good man that very morning, and secured a working idea.

An idea of this kind planted in a busy brain may be seed of wonderful things. George Stephenson's idea, and James Watt's idea, made it possible for the second Vanderbilt to give eight children eleven million dollars each.

Now Sykesy, with his idea just secured, rented an office. "Take it, me boy!" cried his admiring friend,

ington Sykesy, Philadelphia, notify Quake, Kimball & Quoke, 77 Walnut Street. Here is George Washington Sykesy's name on the backs. Now take these bills and give me the money. It's six and a quarter for you, and you know it's perfectly safe."

The banker said: "I see, Sykesy. It's all right. I know your plan. It's good. Let us see: Twenty-five hundred at a dollar thirty—that's \$3,250; 18 for freight, I see—that's \$450. You want \$2,800. How much shall I pay you?"

"Twenty-seven hundred and fifty," said Sykesy. "Leave the fifty to my credit."

Sykesy had bought at \$1.10; he could sell in Philadelphia, net track, at \$1.30; freight (and insurance), 18 cents; net cost to Sykesy in Philadelphia, \$1.28; two cents on 2,500 bushels, \$50. Sykesy had made \$50. Good idea!

It was worth \$6.25 to the banker, at the time, to pay out the money in Warsaw and receive it in Philadelphia. That was why he was so accommodating, just then.

Now it was not every young Hoosier in Indiana who had a chance to make \$50 in a single day and be treated with consideration by bankers, and with deep veneration by small dealers in grain, and Sykesy had not lost sight of that fact. It may be imagined in what a rage of enthusiasm he devastated northern Indiana. He bought on the M. S. & N. I., and on the P. Ft. W. & C. He bought on the strap-rails that crossed those main lines of shipment. The railroad men ran after him; the telegraph company put "George Washington Sykesy, Esquire" in full upon his bills, and he sent on to Philadelphia no less than three thousand cars of grain in three months. That is a mountain of grain, reader—a million and a half of bushels!

It must not be understood that Sykesy was to make two cents a bushel for any length of time. Other buyers were quick to imitate. The market was treacherous. The exporters at Philadelphia were careful to pare down Sykesy's profits. But for all this, and with all their business strategy, Quake, Kimball & Quoke gazed with awe and admiration at this young whirlwind out West. It took away their peaceful breath. Then their "thrift" came to their succor. So they telegraphed to Sykesy to come to Philadelphia. They wanted to see him. But Sykesy's head was not easily turned. He telegraphed back that the interests of the trade required his painful attention to business. Another request, answered similarly, and then there came a peremptory command to "Come on, or quit!"

Sykesy went. He was received by Quake, Kimball & Quoke with open arms and terms of affection. They wanted him—but on a salary—this young man who had made \$3,500 in three months! About \$1,800 a year would do, they thought!

"Sykesy, you daon't know how India is harming us!" said old Quake. "India, as you folk say aout West, is a-dewing us up. In a few years we waon't be shipping a quarter of grain to Liverpool—nao! India is ruining us—and Odessa!"

"You daon't know," said the eloquent old Quakey, "haow the risk is all with aour people. You—buying right-and-left aout there in bickey-fulls, and we a trying to feed it to people in Europe, and keeping all hands employed at haome. No, sir, you've been making maore money than we can stand, for I tell yew, India is dewing of us up!—and Odessa!"

So, rebel as he might, there were the terms for Sykesy—"net track, Phila.," poor Sykesy joked to himself—a salary, or no more connection with Quake-Kimball; no more symposia with bankers; no more bowing and scraping from the telegraph people; no more incense from the rural grain dealers.

So Sykesy made the medicine as sweet as the exporters would prescribe, and swallowed it—eighteen hundred a year and all expenses of the trip paid up.

This concession by Indiana would go far, so Quakey would have Sykesy believe, to continue the export trade. India would have to stand back—and Odessa.

"Sykesy," said the jovial and very excellent old exporter, "you've seen the grain graow aout of the graound. You've seen it carried tew taown, dropped at the station, and loaded on the track. Naow you stay here with us until you've seen it on baoard ship. We'll shaow yew haow we get it aout of the country."

Behold, then, Sykesy on a stool beside old Quakey, behind a window, in front of which stood a line of perhaps 30 vessel agents. Now Quakey was no beginner. He had been captain of a volunteer fire company in earlier days; he had been in the ex-

port trade thirty years; he knew every vessel that came into port, and could give the maritime insurance men points on age, condition and capacity. And now the vessel agents began the morning's encounter. The firm meant to engage about 16 vessels, yet the agents did not know but that the number might be only one. Again, it might be 30. The ships were on the other side of the ocean about to come across.

The first agent came up. "What's your figure, William? Hurry up there, naow!" cried the impressive Quakey. "Oh! What dew you mean? A rate like that for the *Mary Jane*?—why I knaow her; she was B 2 when I was a volunteer. Go away, naow! Give the other boys a bid!"

"But what will you give?" asked the agent, not visibly affected, and not willing to lose his place that way. And so, as the firm needed 16 vessels and the rest of the line of agents looked savagely in sympathy with No. 1 in the line, a bargain was soon made. The good ship *Mary Jane*, at the moment leaving some far-away wharf, was to arrive at Philadelphia and load in 30 days with, say, 160,000 bushels of No. 2 red Winter wheat, which, at that same moment, was lying cool in the warehouses along some new railroad in Indiana, 900 miles away.

Quake-Kimball had received cable advices that it was safe to buy sterling exchange and send any quantity of wheat, prompt shipment, at 52 shillings 4 pence in Liverpool for each eight bushels. That came near \$1.75 per bushel, and the difference between that price and the Philadelphia market (\$1.30) lay in ocean freight, insurance, charges and profit. Prompt shipment was 60 days.

Now, to cover the cargo of the good ship *Mary Jane*, the Philadelphia firm telegraphed to a New York house for, say, \$280,000 worth of sterling exchange, 60 days at, say, \$4.84½. That operation fixed the measure of value, for the price of exchange fluctuated, while the wheat-bargain made at Liverpool, dependent on delivery, did not fluctuate. In 60 days the firm would have \$280,000 in London that must be transferred to New York. Then, if they owned that much exchange, already bought, there could be no possible fluctuation—to the firm. The firm did not wish to gamble—to either win or lose.

Then another person in the firm made a contract with a red or a blue or a white freight line for cars from northern Indiana. And then the wheat began to move eastward. The town of Warsaw for instance, might load 75 cars in one week. All that was needed was an outlet—a market at Liverpool, or Havre, or Havana.

On to Philadelphia came the *Mary Jane*. The 160,000 bushels of wheat were run into her hold, three-quarters in bulk, and a fourth laid on top in sacks to hold the cargo in shape. Quake went to the marine insurance office; he showed his papers and received his policy. Then he went to a New York bank. He showed his charter of the *Mary Jane*, signed by agent and captain; he showed the railroad weighmaster's certificate that there were 160,000 bushels of wheat; he showed the grain inspector's certificate that it was No. 2 red; he showed his ocean freight bill; he showed the cable advice as to price; he showed his purchase of sterling exchange, and, signing over the outfit to the bank, he drew against the cargo and—for a discount—freed the firm's capital for further purchases.

The *Mary Jane* disappeared from the Visible Supply, and became one of those celebrated cargoes off coast that they read of in the Mark Lane reports.

So went the 16 ships. It was a busy place—the exporter's office. Now a cable from one country, now from another. "Havana—Quake, Phila.—Give you (equal to \$1.35) 60 days." "Liverpool—Quake, Phila.—Give you (equal to \$1.35) 60 days." "Barcelona—Quake, Phila.—Give you (equal to \$1.37) 70 days." So came the cables. So went the ships. The Indiana farmer sold, and smiled, and wondered if the "speculators" at the station would get their money back.

But Quake-Kimball failed to receive as much grain as they could handle. Sykesy must go West again. And West he went, with a good knowledge

of the wheat trade, a wide acquaintance and a clear head. He bought wheat, barley, corn, oats, flaxseed and oil-cake.

The banks were now charging a quarter of 1 per cent to cash the buyers' bills of lading given by the railroad. Sykesy deposited a small amount of money in his New York bank, and, by drawing checks against that bank, and sending the ladings by mail for deposit at par, was able to underbid the other buyers (now thick as flies) in the market, for he saved the quarter of 1 per cent. He sent his check Westward; he sent his ladings Eastward by the same mail. Sometimes his check reached New York by way of New Orleans, for it was Eastern exchange, and handy to have. Thus Sykesy, with less than a thousand dollars of his own, might have for short periods great sums on deposit in New York. As the bank paid interest on daily balances he received notice, one month, that he had been credited with \$500 interest on balances of some \$800,000. His interest receipts averaged, say, \$150 a month. Not bad for a young Hoosier, was it?

At the end of the first year Quake, Kimball & Quoke, probably discovering his little piece of financial acumen, cut his salary to \$1,500. And yet they had profited by his low bids! "But India is terrible, me son!—and Odessa!"

The next year India boomed to \$1,200; and the next year the coral strand forced Sykesy's salary down to \$1,000.

The firm sent him up into Michigan to see if they could not beat Toledo and Detroit out of two cents they were making by cashing ladings and sending back the money to Michigan by express. It was an onerous tax. India was beginning to boom again, and Afric's sunny fountains. So up Sykesy went, with letters from governors and senators. He explained to the Michigan men. They took him to the banker to see about it. The banker could not deny that if the New York bank would receive a bill of lading at par, and if Sykesy's check were good, it would "do up" Toledo and Detroit; but privately the great man told the "boys" that Sykesy was too smart a chap for them.

"He talks first-rate politics; he is up on the liquor question from Maine to Kansas; he is deep on religion, and he knows altogether too much about banking to be a safe wheat man. I tell ye, boys, you better let that feller alone." It took an extra week of "epicures" to pacify capital, establish confidence in Michigan finance, beat Detroit and Toledo, and keep India under control.

Then Sykesy was to be sent further south in Indiana. "I've a man there whose want of judgment has cost me \$30,000," wrote Quake. The man had bought double bills of lading. He had bargained with tramps for palace hotels. He had had no sense at all.

They were "literary" down there, and Sykesy had harbored a deep respect for them, for there was a latent streak of the "literary" in him, too. But now, in the very home of literature, the world for the first time turned a cold shoulder to Sykesy. He would sit at the instrument in the telegraph office. "Give you thirty net track, Phila!" "Give you thirty half net track, Phila—that beats Chi. market!" So would go the telegrams along the railroad to every station. But never an answer. The poor boy watched the Chicago market. He even took his own chances, and made offers that ought to have caught any seller. Still, never a reply—not even a return telegram at Sykesy's expense. A compassionate new friend advised the bidder to go back to Warsaw. "You're a stranger in these parts," said he. Even Sykesy grew despondent.

"These fellers," he wrote to Quakey, "vote the straight Democratic ticket and ship to Baltimore. It's no use. They'll not sell to me."

But Quakey wrote back: "Stick there! It isn't you who is losing. It's me. I know you, and I know what's in you."

So Sykesy sat down and wrote out a hektograph or some other O'Graphic dispatch, asking, in a fervid piece of rhyme, if some dealer in that latitude would not send him a collect message refusing to sell—anything would be better than that everlasting

ing silence. Then the compassionate friend and Sykesy went to a pop-fall and swore eternal friendship over a bottle of sarsaparilla pop—stuff that many brave young men in those days drank without fear of blue vitriol or marble dust.

When they got back to the telegraph office there was a stack of dispatches. "Sell you 10,000. Send us another verse." "Accept your offer!" "Can give you 15,000, same figure. Didn't know you meant business." Sykesy's literature had caught the region.

"You see the Old Man at Philadelphia was right," said the happy buyer. "He knew more'n you and me put together. He's got more spine than the whole town!"

"Now," said the compassionate friend, in aston-

ishment, "if you had the proper idea of your ability, you would never buy another bushel of cash wheat for the East. You would buy options for the West. The friend exhibited a little book to Sykesy. The friend had made commissions that very month to the amount of \$800.

"Do you know, Sykesy, there's more truth than poetry in what your Old Man says about wheat? It's going down. It's got to go down. And those fellers that's pilin' it up in Chicago will never sell it at what they're payin'. Your Old Man isn't squealin' for nothin'."

Idea No. 2. Sykesy went back to Warsaw. He turned his eye toward Chicago. He turned his back toward Philadelphia. He knew a thing or two about wheat himself. There lived in Warsaw a coterie of wise men who thought they could out-guess a millionaire up in Chicago. They tried it. They did it. Warsaw was hardly big enough to hold them. Sykesy attended to their business and made a commission. The millionaire returned to the fray. This time he cleaned up the Warsaw bunch. Sykesy took off his little eighth, and, speaking in a speculative sense, was the only man in Warsaw with wealth.

Then, as India began to fairly belch forth cargoes of wheat, Sykesy moved up to Chicago. The Big Board had use for just such men, and in five years he did a business that made a fortune. At 31 years of age he was worth \$200,000.

He had dwelt on the edge of the Western maelstrom, but never looked into it until he received a commission.

He had lived in America, where young men woke up. He had kept his ear close to the wire. He had let whiskey alone. He had been a man of his word. And above all, he had done business with men of large ideas.

At Philadelphia there was no cargo for the good ship *Mary Jane*. Quake, Kimball & Quoke sent a lot to Havana once in a while and brought back cigars. But as for India, she had it all her own way—India and Odessa—and the brand new one, Rosario.

And at the railroad station in northern Indiana,

THE THOROUGHbred AND THE GRAIN MAN

BY K. C. CRAIN.

The grain man who views his bills for golf clubs and balls, fishing tackle, guns and ammunition, or the paraphernalia of whatever sport or sports may beguile his mind from business cares, realizes keenly enough that these amusements necessarily furnish

some good business to the people who deal in the equipment for them. As a matter of course, every outdoor sport calls for equipment for its enjoyment, and there are dealers in such goods who make a good living out of the pleasures of their customers.

The great rule of compensation enunciated by one Ralph Waldo Emerson works out plentifully here, however. Even the sporting-goods dealer probably

in the Kentucky hills just across the Ohio from Cincinnati.

The Kenton Hay & Grain Company, the Latonia Hay & Grain Company and the old firm of J. H. Fedders & Sons are among the leaders in this business, handling, in fact, very nearly all of it. The size of their warehouse and the activity visible around them, especially during the annual Summer and Fall meetings, would give ample proof, even without any other information, that it takes a lot of hay and grain to feed all of the horses which are brought to the Latonia course regularly for their final tests on the track.

Actual figures, however, may serve to demonstrate even more forcibly the real importance of this business to the concerns mentioned, as well as to such others as are in a position to cater to the exacting needs of the equine aristocrats which throng the course and the two-score stables in its vicinity. For the big Summer meeting, which opened on June 8, there are about 900 horses at the track. All of their provender, as well as straw for their bedding, which is changed daily if not oftener, is furnished by the grain and hay concerns mentioned.

"Figure the upkeep of each horse at \$15 a month, which is putting it very low," said M. S. Fogarty, president and general manager of the Latonia Hay & Grain Company. "That makes \$13,500 a month for the number of horses now at the track; not a bad bunch of business, is it? Two meetings a year, taking about a month each, mean \$27,000 worth of business. This may not look big to some concerns, which think in terms of hundreds of thousands; but it looks pretty good to us fellows over here.

"And when you consider, in addition to the regiment of horses here for the two race meetings that there are quartered at the track—the year around—not less than 100 horses, whose upkeep, at the figure I take, amounts to \$1,500 a month for grain, hay and straw, you can see that it is very much worth while. It amounts to well over \$40,000 a year. That may serve to show in concrete form what this business means to us.

"As a matter of course, all of the feed we sell to the owners of racing stock is of the very best quality—selected hay, corn and oats, high-grade prepared foods and bran, and so forth. You can't feed cheap, trashy stuff, or weedy hay, to an animal worth a thousand dollars and upward; it would be



WAREHOUSE OF THE KENTON HAY & GRAIN COMPANY, NEAR THE LATONIA TRACK



TWO OF THE THOROUGHBREDS AT THE LATONIA TRACK

has to go to some other merchant for some of the equipment or clothing he needs to pursue his own pet game or hobby, whether it is chess, the collection of first editions or the pursuit of some other healthy distraction; and the grain man, in the vicinity of Cincinnati, at least, gets in full measure his return for his sporting expenditures. In brief, there are several good-sized hay and grain businesses which derive a substantial part of their income from the regular influx of hundreds of thoroughbred racing stock at the famous Latonia course,

bad business. For instance, I regularly buy quantities of California oat and wheat hay, which is highly regarded by some owners and trainers as having excellent food value. I believe it is used as an occasional ration with other feed. Coming all the way from the Pacific Coast, it naturally costs like the dickens; but that doesn't make any difference with these customers.

"Moreover, they are good customers from every other standpoint. They want the best, and are willing to pay for it, and they pay promptly, as a very

A Place for Everything

In Which Is Shown the Importance of Having Correspondence Files and Carbon Copies of Letters—Simple and Inexpensive Office Equipment Sometimes Saves Many Dollars

By KENNETH C. CARDWELL

general rule. The old days of racing, when most horsemen were regarded, more or less justly, perhaps, with suspicion, and when grain men had to keep after them for their money pretty keenly, are gone, never to return again. The present generation of thoroughbred owners, exemplified by many of the leading citizens of New York and old Kentucky as well, is of a different stripe; and there isn't any better business to be had than that of selling them the feed and other stuff required for their horses."

This is the view taken by the other hay and grain concerns doing business with the owners of racing stock at the Latonia course, including Henry Heile, general manager of the Kenton Hay & Grain Company's big business, which is only a stone's throw from the track. Mr. Heile was formerly associated with the old firm of Henry Heile & Sons, and has handled Latonia business since 1892, with much profit and satisfaction.

The company's big brick warehouse, conveniently located on a siding near the Louisville & Nashville Railway, measures 60x166 feet, and since the latter part of May has been constantly filled with shipments of hay, corn, oats, prepared feeds and straw, and as constantly emptied to make room for fresh shipments, the material being delivered to the track as needed. Mr. Heile is a busy man during the Summer meeting, and his whole force is kept moving at an active rate.

"We probably handle a much larger business with owners of stock quartered at Latonia than any other concern," he stated. "As I say, I have been in touch with this branch of the trade, which is pretty important in this immediate vicinity, since 1892, and it is good, profitable, year-round business. It calls for No. 1 stuff in all varieties, and we make it our business to furnish it."

Clean straw for bedding forms no inconsiderable part of the business resulting from the presence of the hundred of gently-bred horses. As one of the grain men interested put it, "They're as careful of the bedding of those nags as a mother is with her child's crib, and it's changed quite as often." In consequence, thousands of bales of straw are a necessary part of the stock handled by the grain houses in the vicinity of the track.

The impetus given to the breeding industry, not only in Kentucky, the recognized home of the thoroughbred, but all over the United States, by reason of the war, has been a powerful influence in favor of properly-conducted racing, which is the kind which prevails in the Bluegrass State. The importance of encouraging the production of first-class blooded stock, suitable for army remounts, has been brought to the fore rather emphatically with the coming of the country of its horses by European buyers, and the problem of getting enough good horses for the United States army is recognized as a serious one. That is one reason why the grain and hay men in the vicinity of Latonia feel that their business, established for many years, rests on a secure basis for the future.

FORT WILLIAM TO ENGLAND DIRECT

The dream of the lake grain shippers has been realized. A cargo of grain recently left Fort William, at the Canadian head of the lakes, with 122,000 bushels of oats, consigned to Manchester, England, and which were to be carried without transshipment. The *Glenroyle* carries the grain and is the first ship to go from the Head of the Lakes to a European port without breaking cargo.

The realization of this long-desired project was made possible through the improvements which have been made in the Welland Canal. These improvements allow passage of vessels of moderate tonnage and will be extended until larger carriers can be passed. This makes the lake ports practically on an ocean rate basis, and will materially reduce the spread between Duluth and Liverpool prices. The difference between lake, lake and rail, and ocean rates is presented graphically in another article in this issue, so that the importance of this departure in transportation from the Northwest can be realized.

BUSINESSES worth millions of dollars have been built up during the past few years upon the idea embodied in that old saying about a place for everything and everything in its place; but the chances are that the average grain man, and the trade as a whole, to make it broader still, has contributed about as little to those businesses as any line of business. To dissipate the suggestion of mystery at once, it may be said without circumlocution that the people who make appliances of various sorts, calculated to keep business routine moving smoothly and without kinks, are those referred to.

Of course, there are city concerns, especially those in the brokerage lines, whose office equipment and methods are beyond criticism; and there are, too, elevator men and handlers and shippers of grain of whom the same can be said. It is the man who is next to the real business of the trade, at both ends—the dealer selling to the consumer, at one end, and buying from the farmer, at the other—who has, perhaps, most need of a reminder in this respect, for a good many reasons.

For example, there was a dealer of this sort in a good-sized city, not long ago, who had a lesson along this line which did more toward converting him to the use of business methods in handling his business than all of the arguments which he had heard on the proposition. And now he has a simple but efficient little set of records which cover several items which formerly were handled rather carelessly.

The trouble arose out of the lamentable but undeniable fact that there are people in the world who are not always willing to stick to their agreements, especially when doing so involves a financial loss. A concern of this sort had sold the dealer in question a considerable quantity of feed, at a time before the excited wheat market had forced all prices up to unheard of figures. The dealer had made the contract because the price, everything considered, looked good to him; and he was still better pleased with himself when he observed the antics of the market, which made his contract a rather profitable piece of business.

He was feeling in high good humor one morning, therefore, when he called up the office of the concern which, as he supposed, was firmly tied up to him for the delivery of a certain quantity of feed on his order during the Spring and Summer. He desired to order a fresh supply for his warehouse, as his stock was getting somewhat low, and so informed the man at the other end of the line.

"How much do you want?" inquired the clerk who was taking the order. "You had better load up—the price will be higher before it is lower."

"Huh!" snorted the dealer, merrily. "I should worry about the price. You know the price you people agreed to sell to me at. I suppose you have yourselves protected, as a matter of course; but I'm not one of the guys who are paying the figures you see in the newspapers these mornings—not by a jug-full!"

"Is that so?" inquired the clerk, with an accent not so much of interest as of strange incredulity in his voice, the dealer thought. "I didn't know anything about that. Wait a minute."

The dealer waited a minute, and then several more minutes; then he rattled the hook on his telephone until the exchange girl sweetly inquired, "Number?" whereupon he savagely informed her that he had his number. When he got tired of waiting he hung up the receiver, boiling with rage at being treated in such a manner. While he was still glaring at the innocent telephone, biding his time to call again and find out just what was what, the bell rang, and he answered. It was one of the members of the

firm which he had just called; and the member wanted to know, suavely, whether there was not some misunderstanding about the feed he had ordered.

"Misunderstanding?" roared the dealer. "You bet your life there isn't any misunderstanding—not on my part there isn't, and I don't think there is on yours, either. You made me a price to cover six months, and I want the stuff. No room for misunderstanding there, is there?"

"I don't think our letter was as broad as that," insisted the man at the other end, still with all politeness. Then, too, you know the way the market has risen, Mr. Smith. You can't expect us to take a loss of that sort, can you? Now, we'll meet you half-way, and make you a price of, say—"

"You'll do no such thing!" retorted the indignant Mr. Smith, hotly. "I have been standing on that contract all along, paying you what I agreed to pay, because I had an idea the market was going up. What kind of a deal are you trying to hand me, anyhow? You'll make good, or we'll see whether there isn't some way of making you—that's all!"

With which grim threat he hung the receiver up, with a jerk which tested the strength of the instrument; then he jammed his hands in his pockets, took a turn or two up and down the little office with a view to working off some of his heat, and then shouted to the general assistant, who did the things around the plant which the dealer hadn't time to do.

"Ike!" he called, "where's that letter from Blank, Dash & Co. making us a figure on mill-feed, which we accepted? They're trying to back out on us, and I'm going to hold 'em to it if it busts something."

Ike presumed, without coming in to verify his idea, that the letter was somewhere around—he didn't know just where. So the dealer, observing that his hard-working assistant was helping to load a customer's wagon, began the search himself. At first he looked with some impatience, but with confidence in finding it, as a matter of course; then, after he had run through the several miscellaneous stacks of matter on the bookkeeper's high desk used by him and his assistant, and on the little, rickety roll-top desk sacred to his personal use, without finding the important bit of paper, he began to get excited.

"Are you sure you kept it?" casually inquired Ike, called in to assist in the search. "Seems to me I saw it, all right, but I don't remember putting it away anywhere."

"Keep it?" repeated the dealer, placing his hands on his hips and turning a look of scorching contempt on Ike. "Of course I kept it! Don't you suppose I know enough to do that, dad-burn your picture? The question is, what did you do with it?"

That was indeed the question; and for several hours it seemed to be one which was to be without an answer. Then, settling down to the job with grim determination, the dealer announced to Ike that the office was going to be turned wrong-side out and upside down until they found that letter; and that, in fact, was just about what they did. Every piece of furniture was moved—vast clouds of choking dust, the accumulation of years, being disturbed in the process. Every drawer was pulled out and ransacked; and finally the missing letter was found behind one of these, into which it had been carelessly thrust, only to be raked off by the movement of the drawer and crushed behind it.

"Well, by gosh!" remarked Smith, with a mingled accent of delight and disgust, as he viewed the crumpled, dirty letter, after satisfying himself that it was the one he was after. "That's a fine way to take care of important correspondence, I must say!"

Who put that letter in there, anyhow? It might have cost me a nice chunk of money if I'd lost it."

"Why, you must have done it, Mr. Smith," ventured Ike, mildly. "That's the drawer you put most of your personal stuff in, you know."

And Smith, rubbing his chin dubiously, had to admit that it was indeed probable. The drawer was one into which he invariably placed all letters which he deemed sufficiently important for that honor, after permitting them to lie on the top of his desk for some time. This was the one concession to system which he made, following out an idea which has been embodied in a story familiar to lawyers—about the country practitioner who used a barrel for the filing of all papers, pointing out that in this way he always knew where everything was. There is something to be said for this "system," of course, as against that of scattering papers everywhere; but not much.

Smith had no evidence of his acceptance of the offer made in the letter thus painfully dug up, and when his attorney informed him that this was essential, he was about to concede that he was "up against it," when he remembered that the faithful Ike had heard the telephone conversation in which he indicated his acceptance; and with this reinforce-

It is worth something to be able to find out easily what has been said and done, regardless of such admittedly important matters as proving an agreement made by letter. But when a man, dealing in commodities which fluctuate in value as much as the goods handled by the grain and hay dealer, fails to protect himself in this way, the matter could be characterized a good deal more emphatically than by calling it behind the times.

A MANY SIDED CONCERN

The house of the Morrow Grain Company at Wabash, Ind., is one of three belonging to this enterprising firm. The other two are at Lagro, and Rich Valley in the same state. While grain is the chief commodity handled at each plant, a variety of other interests keeps the firm busy and, incidentally, add to the mazuma in the strong box. The outside points handle coal, salt, and farm fencing, and the Rich Valley house buys and sells live stock.

At the Wabash plant, seeds, fertilizer and wool are handled, besides the large volume of grain. The elevator has a capacity of 25,000 bushels of small grain and 5,000 bushels of ear corn and it may be added that Indiana corn has made a name for itself in re-

the Interstate Commerce Commission hands down its decision. It will suffice at this time to compare a few of the statements of the two sides in the controversy.

The railroads state that the returns of Western roads show that returns are not adequate. Judge Helm asserts that only the returns for the weaker roads are considered in the railroads' brief, that the strong roads are not represented in the summary, but that some weak roads which are not included in the hearing are represented.

The railroads testified that during the period 1901 to 1907, inclusive, the returns on grain-carrying roads was 5.45 per cent. From the same exhibits Judge Helm shows it to be 7.77 per cent. During the period 1908 to 1914, inclusive, the railroads show an income of 3.51, while the state commissions show 7.91 per cent. The differences in these figures are made by the State Commission separating out and placing in the capital account expenditures for permanent improvement and betterment which the railroads had charged to operating expense.

The brief for the roads cites the impaired credit of railroads. Judge Helm shows that credit to be better than any industry in the country, and better than most cities and nations.

Furthermore, even if it should be proved that the railroads need more revenue, the protestants claim that a few commodities should not have been selected to bear the whole burden, but that all interests should share in a general advance as they did in the Central Freight Association and Trunk Line Territory advance. The commodities involved are hay, broomcorn, cotton piece goods, rice, fruits and vegetables, coal, grain and grain products, and a limited number of import rates. Of these grain represent by far the greatest tonnage in the Western Territory, and most disinterested traffic experts consider that it already pays more than its share of the cost of transportation. It remains to see how the Interstate Commerce Commission will consider it. On June 10, Clifford Thorne, of Iowa, filed a specific brief for the grain shippers, which will be considered by the Commission with the other evidence.

BANKS NOT LIABLE FOR CONTRACTS OF SHIPPERS

BY J. L. ROSENBERGER

The Court of Appeals of Kentucky holds, in line with what it says is the current of opinion, that the holder of a draft is not liable for a breach of the contract between the seller and the buyer, who cannot reclaim, from the holder of the draft, the money paid for it. The court holds, in *Hawkins vs. Alfalfa Products Company*, [153 Southwestern Reporter, 201,] that, when the buyer pays the draft, the transaction between him and the owner and holder of the draft is a closed incident. His acceptance of the draft creates a new and independent contract and the only one that exists between him and the bank; and, when he has paid the draft, this contract is fully executed, and the bank released from all liability to him. The buyer can neither attach the money paid on the draft nor maintain an action against the owner of the draft for a breach of the contract committed by the seller.

The transfer of the bill of lading does not transfer the contract between the seller and the buyer, or in any manner affect the rights of the parties to that contract. The transferee of a bill of lading only acquires title during transit to the goods for which the bill of lading was issued, in the condition they were at the time of its issue. His acceptance of the bill of lading, as security for a loan, does not create any contract relation between him and the consignee, or make him either a guarantor or a warrantor of the quality or quantity of the goods, or impose on him the duty of undertaking that they will be delivered in good order.

In paying the draft and taking possession of the goods, the right of the buyer to enforce compliance with his contract by the party with whom the contract was made is unimpaired; and, to the party with whom the contract was made, he must look for damages for its breach.



THE MORROW GRAIN COMPANY'S PLANT, WABASH, IND.

ment he was finally able to adjust things with Blank, Dash & Co. to his own satisfaction.

"But, my dear Smith," suggested his lawyer, after the settlement of the little difficulty, "why on earth don't you keep your papers in a more business-like manner? You ought to have a few cheap files, in which you could preserve letters and orders alphabetically, and you ought, by all means, keep carbon copies of your own letters. For instance, your acceptance of that quotation ought to have been confirmed by letter, and you should have kept a copy of the letter. It might save you money some day to do this; and, on the other hand, it might very easily lose you money to fail to do it."

"Darned if I don't believe you're right," admitted Smith; and, of course, he was right. Which is the reason that Smith, as stated above, now has things handled in his office about as suggested—and he runs the typewriter himself, in a very satisfactory manner.

This case may be somewhat extreme; but that is one reason why it serves to illustrate all the better the real danger of leaving correspondence of a business nature about in a helter-skelter way, unfiled and unclassified, and of keeping no permanent written record of letters sent out. Typewriters are not expensive, and carbon copies are essential for the purpose of preserving evidence of the contents of letters and other documents sent out.

The man who trusts to his memory for proof of matters which could be much better attested by exact copies of everything written by him in a business way is a good deal behind the times, even though he may never be called upon to go into court.

cent years and the seed is much in demand throughout the Central States. That is one reason the Morrows have gone so extensively into the seed business.

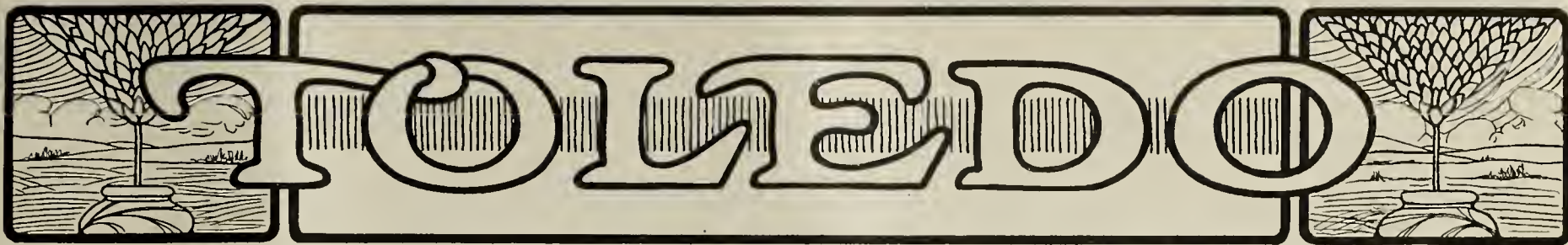
The house is equipped with three dumps and elevators, seed cleaning machines, Fairbanks Wagon and Automatic Scales, all the bins being connected to the latter by conveyors. Electricity affords light and power, while a covered wagon approach on one side and a railroad siding on the other give the best facilities for handling in and out. The entire structure is iron-cladded, which makes the house a good insurance risk.

John H. and Carl T. Morrow are the present owners, having succeeded W. A. Elward in May, 1912.

THE WESTERN RATE CASE

The evidence of the grain interests has been placed before the Interstate Commerce Commission, the railroads have presented their case, and it remains for the Commission to decide whether or not the grain trade shall contribute millions toward the problematic necessities of the Western roads.

The testimony of the experts on both sides has been most interesting for the reason that the same exhibits have been used by both sides to prove very different conclusions. The brief of Western shippers was prepared by Judge A. E. Helm, commerce counsel for the Kansas Public Utilities Commission, who represented also the Commissions of Minnesota, Nebraska, North and South Dakota, Oklahoma, Louisiana, Iowa, Arizona, Arkansas, Colorado, Idaho, Montana, Nevada, New Mexico and Utah. The brief will be considered at length when



WHEN Nature makes a natural gateway between adjacent regions it only remains for man to occupy the site and see that the gate is kept open. The strategic strength of the situation of Toledo, Ohio, was recognized by the British in Colonial days when they formed a treaty with the Indians for the control of the Maumee River after the American settlers had been driven out. This coalition of the British and Indians was responsible for a series of engagements in which the forces under Generals Anthony Wayne and William Henry Harrison were in the end victorious.

From a military standpoint in that day, Toledo was of vast importance. The Maumee River led to within a few miles of the headwaters of the Wabash, and made access to the Mississippi easy for those who controlled it, and the Auglaize River, a southern branch of the Maumee, made as near a connection with the Miami River, which joins the Ohio just below Cincinnati. At a very early period a considerable traffic was carried by these routes to Lake Erie and thence north and east on the lake. This traffic was considerably augmented with the completion of the Wabash and Erie Canal in 1843, connecting the Maumee and Wabash Rivers, and the Miami and Erie Canal in 1845, over the southern route.

At the present time, the former military strength of Toledo has given place to commercial importance. The same territories are served as in the early trading days, but the carrying capacity of the canals and rivers has been augmented by 23 lines of railroads, all but one making the gate city practically a terminal. The frail sailing craft that defied the sudden storms of Lake Erie have been replaced by an armada of steel freighters which makes Toledo one of the great world ports, and in the coal tonnage handled, the greatest.

The grain and hay territory for which Toledo serves as a primary market is a large and important one. In 1914 the receipts at the port were 6,857,000 bushels of wheat, 4,310,200 bushels of corn, 3,585,600 bushels of oats, 77,323 bags of clover seed, 11,617 bags of alsike, and 34,112 bags of timothy. In this connection, however, there is more to be said.

TOLEDO'S ADVANTAGES AS A GRAIN MARKET

The heart of a grain market is its board of trade; the arteries are its transportation lines. No matter how hard the heart pumps it cannot sustain life if the arteries are closed

or resistant. The best board of trade in the world would be barren of transactions if rail and water service were lacking or if the rates were prohibitive. The service to Toledo is there in abundance, but until recently the market has been working under great handicap because of its unfair rates. But for this the 1914 totals would be much larger. Through, principally, the efforts of President F. O. Paddock of the Produce Exchange in 1912 a readjustment has been made, described briefly by him as follows:

"In 1903 the Elkins Law was passed and the payment of rebates to large firms was discontinued, but

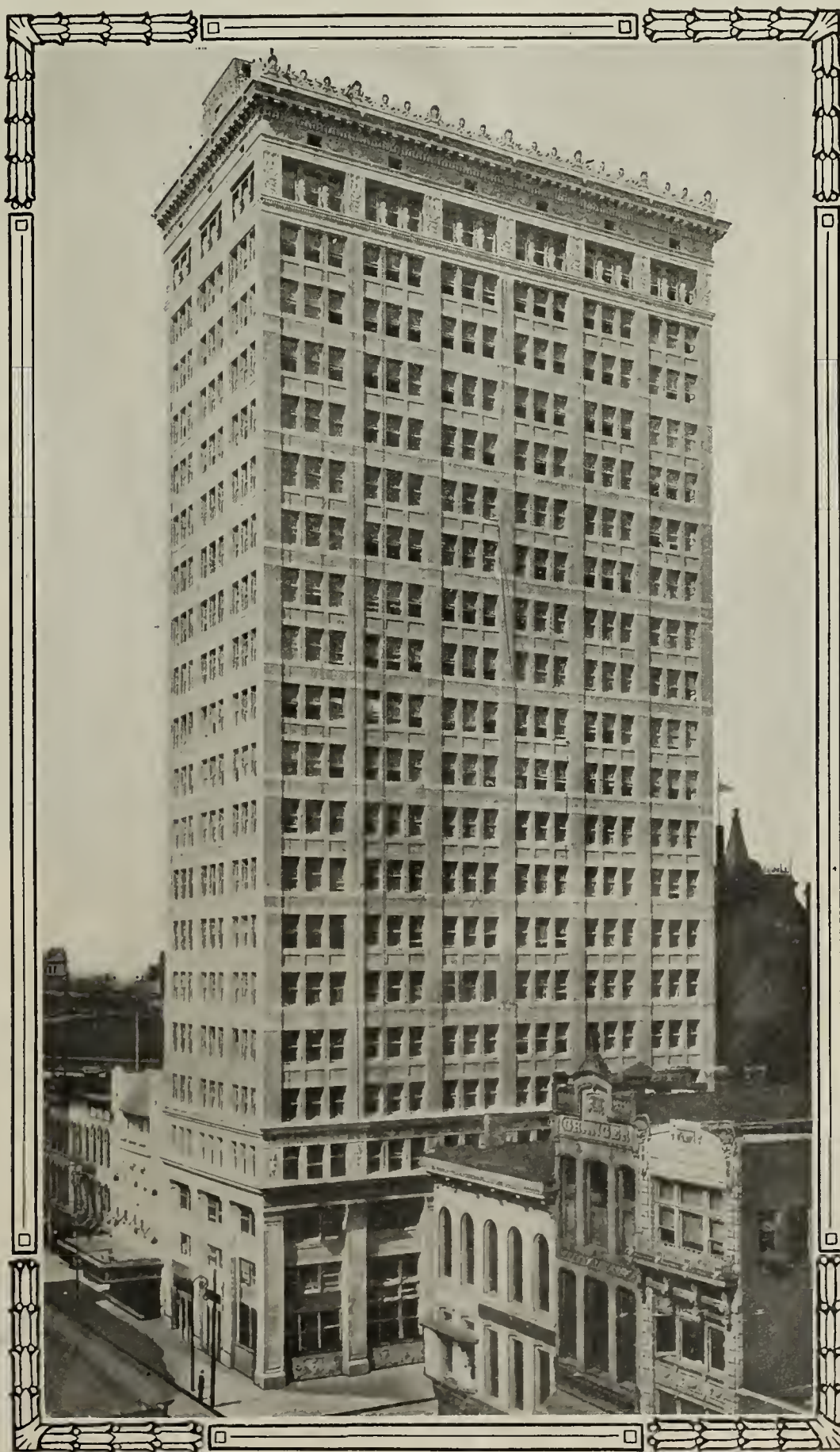
the railroads, instead of discriminating against some firms in the trade and in favor of others by giving rebates, began a system of rate making which brought about the most unjust discrimination against Toledo, and in favor of Chicago, Peoria, St. Louis, and other competing points, until the grain business of Toledo declined from 42,000,000 bushels in 1900, to 11,500,000 bushels in 1909, 13,000,000 in 1910 and 15,000,000 in 1911.

"In 1912 a formal complaint of the rate situation was made against all the railroad lines entering Toledo as well as their connections, and two hear-

ings were had before the Interstate Commerce Commission, and finally, after two years of almost continuous effort and many conferences with the traffic managers of the railroads, an order was issued by the Interstate Commerce Commission readjusting the grain rates at Toledo on a fair basis, practically 78 per cent of the Chicago rates, both export and domestic, and these rates have now been in effect about nine months.

"Already the effects of the rate adjustment are being felt, the January business of the Exchange this year showed that fully a million bushels more grain was handled in and out of the Toledo market than any January for ten years. Not many shippers are aware of this rate adjustment at Toledo nor of all the benefits it means to them and to the trade in general."

Not only will this rate adjustment increase the primary receipts at the market, but the lake and rail traffic will also benefit, as the market is one of the most convenient for the handling of Northwest grain, coming down from Lake Superior, to the Atlantic ports for the export trade. Not alone in its situation does the convenience lie, but also in the unsurpassed facilities for handling grain promptly and cheaply. The city has 12 miles of river frontage. The channel is 21 feet in depth and 400 feet wide, allowing the largest lake boats to make their own berths without the aid of tugs. The waterfront improvements are on a vast scale, many millions of dollars having been expended in developing the facilities for handling lake-rail and rail-lake tonnage. On the land side the terminal facilities are no less extensive. There is a belt railway 32 miles in length which serves every road entering the city, making connections at grade. The elevator service for the grain trade is on the most economic footing. The details of this service will be taken up



THE NEW HOME OF THE TOLEDO PRODUCE EXCHANGE

in more detail in another place in this article.

It is to be expected that, favored by these natural and artificial advantages, Toledo should have made great strides in its industrial and civic growth. The shipping facilities have served to make the city a center for manufacturing and distribution. Many plants of national and international reputation are located here, among them the Overland automobile works, the Libby Glass works, the Edward Ford Plate Glass Company, the Owens bottle machine plant, and metal wheel manufacturers, the center of that industry being located here. Mention also must be made of the shipbuilding plant, having the only all-concrete dry dock in the world, and the largest dry dock on the Great Lakes.

As a distributing point Toledo can only be compared with cities many times its size, for the whole-

the central states at a time when the Chicago Board of Trade was still fastening its chief garment with a safety pin. Secretary Gassaway recently outlined the history of the Exchange as follows:

Toledo Produce Exchange is now located on the ninth floor of the Second National Bank building.

While the removal from the old building at St. Clair street and Madison avenue actually took place on May 29, most of the members of 'Change moved into new quarters in the bank building within the past month. The removal marks another era in grain and seed trading in Toledo and adjacent territory.

HISTORY OF TOLEDO PRODUCE EXCHANGE

The building now being vacated by Produce Exchange was erected 37 years ago at a cost of \$157,500, including building and ground. In the Spring

a cloak and smoking room. To the east of this room are the sample tables on which grain and seeds are displayed. Across the hall but separated from the main floor is the office of the secretary. Around the edges of the trading floor proper are 14 desks for private wire houses and grain and seed dealers with offices on the floor. Both the Postal and Western Union telegraph companies have elaborate desk arrangements for the transmission of business.

A distinct feature of the new trading room is the abundance of light and air. The new quarters have plenty of northeast, west and southwest light.

The Toledo Produce Exchange has been one of the stable factors in the city's welfare. It was back in 1849 that the first move in the direction of a permanent organization was made when the Toledo



MEMBERS OF THE TOLEDO PRODUCE EXCHANGE PHOTOGRAPHED IN THEIR NEW QUARTERS SPECIALLY FOR THE "AMERICAN GRAIN TRADE"

sale and jobbing houses in all lines reach an extended territory and meet the competition of the largest cities. To take care of this volume of business requires banking establishments of a high order, and in this Toledo industries are well served, for the financial institutions are sound and operated on a plan of liberal extension.

SPLENDID CIVIC SPIRIT

The civic spirit in Toledo is high, and under the administrations of "Golden Rule" Jones and Brand Whitlock, the present idol of the Belgian nation, the domestic affairs of the city were known far and wide. The efficiency of the electric railways, which carry passengers for a 3-cent fare during the rush hours morning and evening, the splendid school system, the museum of art, the filtration plant costing \$800,000 and the many comfortable homes reflect something of the municipal management and the favorable circumstances under which Toledoans live. The river and lake give the city summer advantages which make it a popular resort and keep the thousands of its people healthy and contented.

The grain market of Toledo is the Produce Exchange. This market was an important factor in

of 1879, or 36 years ago, the members began business there of trading in grains and field seeds. The company owned the building until three years ago, when it was sold to a Toledo real estate company. This latter leased the building to a hotel firm of Detroit, which will convert it into a hostelry.

For more than a year many of the firms connected with the Exchange which had offices in the building were eager to seek quarters with more modern conveniences. With the completion of the Second National Bank building, many of these firms began making arrangements to change quarters.

When officials of the Second National Bank demonstrated to members of 'Change they could prepare a trading room for them with every convenience, the offer was accepted. The result is that after two months' work the new Produce Exchange is ready for occupancy.

The entire wood furnishings are in mahogany, including desks and wall trimmings. The floor space occupies 2,555 square feet. The floor is of ceramic tile set in concrete. An up-to-date X-ray board for the receipt and posting of Chicago grain quotations has been erected on the south wall. Back of this is

Board of Trade was organized with Dennison B. Smith as president. Mr. Smith died in 1869, after serving as secretary of 'Change for many years.

Prior to the organization of the Board of Trade, which had its offices in the rear of the present Chamber of Commerce Building, Madison Avenue and Water Street, there were a number of grain firms doing a big business in grain and seeds. The bulk of the business was done in wheat, which was handled through the canal system of that time.

The membership in the old Toledo Board of Trade cost but \$2 a year. The organization received Chicago and New York quotations each day at noon.

Several reorganizations of the body were made subsequently until on January 7, 1876, the Toledo Produce Exchange was organized. This organization today has a membership of more than 50 firms, with connections with all the important markets of the world. Several of the Toledo firms did a large business in field seeds with houses in Germany, France and other European countries prior to the outbreak of the European war.

A brighter era is looked for in the grain trade in Toledo as result of the equitable freight rates gained

through the untiring efforts of F. O. Paddock, twice president of 'Change, and members of the Transportation Committee. After more than six years' battle with the railroads and the Interstate Commerce Commission, Toledo finally was awarded a 78 per cent freight rate based on Chicago. This rate was granted one year ago.

Its effect is being felt daily in the increased amount of grain shipped to this point and handled here for the seaboard or for export shipment. More than 2,000,000 bushels of oats have passed through Toledo this year since lake navigation opened.

GRAIN INSPECTION AT TOLEDO

One of the greatest assets which a market can have is an inspection system which is known to be absolutely just. No market has a higher reputation in this regard than Toledo, and Duluth knows that it cannot pass an inferior grade there, no matter who ships it, just as New York or Boston are sure that a Toledo shipment will grade as the documents indicate. When a sample of grain is taken at Toledo, friendship ceases. That grain is graded on its merits and by the most complete apparatus in the country, and no pressure could be brought to bear which would change it in the slightest degree. Chief E. H. Culver says: "One dishonest grade would destroy the reputation which I have been building for 35 years. Do you think it would pay? Not."

Mr. Culver and the Produce Exchange are justly proud of the new quarters. The Chief was given a free hand and the entire plan of the laboratory and equipment are his. The inspection department has two rooms on a floor space of 57 by 20 feet. Over the grading table is a north skylight, the light from which never changes on the brightest or the darkest days. This feature is unique and of great importance in perfect grading.

Chief Culver's is the largest grain testing machine in the United States and is probably the largest in the world.

There are three overflows and two intakes to the Culver machine. The water is kept perfectly cold all the time for condensation purposes. The chief difficulty to be overcome was to get such an overflow as would take care of the samples and keep the temperature right.

The machine calls for 150 centimeters of grain testing oil for 100 grams of corn, using 190° Centigrade heat. The heat expels the moisture, condensation takes place in the corn tubes, passing into the centimeter glass grooves, giving the actual percentage of moisture contained in the corn. The machine is equipped with 100-gram weight torsion-balance scale, so perfectly balanced that it is sometimes necessary to split a grain of corn in order to procure the balance.

Edward Culver, Toledo's chief grain inspector, is well known as an expert on grain matters the country over. The "Big Chief" has held the position since it was created in 1892. He started in life as a mill boy with an old and well-known Toledo mill. He begun inspecting grain, acting as an assistant as early as 1878. He was given charge of an elevator as deputy inspector in 1880 and official sampler of the Toledo Produce Exchange until 1892.



LOOKING UP MADISON AVENUE, TOLEDO

when under a new state law the department of official grain inspector was created and Culver was chosen to head the new department and given a corps of assistants consisting of five deputy inspectors.

Many of the firms connected with the Toledo Exchange are of old standing and some of them are of remarkable strength even when compared with those of much larger markets.

THE TOLEDO GRAIN & MILLING COMPANY

From its small beginning in 1889 The Toledo Grain & Milling Company has kept pace with milling ideas and business progress and is today one of the prominent milling houses in the Central West. The firm has been built upon the substantial foundation of good products, fair dealing, and absolute and unquestioned integrity. Its plant covers a large area

with floor space of 40,000 square feet and a storage capacity for grain of 225,000 bushels.

As manufacturers of flour, meal, chop and chicken feeds this company has probably done as much to place Toledo before the public as any one concern here. The business was established in 1889 in a moderate way and has grown until today it occupies a magnificent plant. Employment is given to a force of 70 workmen and the product of the house is sold in Ohio, Pennsylvania, New York, New Jersey, Virginia, Maryland and West Virginia. Besides the plant in Toledo, the company has several storage places in the country which have a capacity of about 115,000 bushels.

"Camp's," the trademark of the company, is shown on all packages of flour and feed manufactured by them, and is a guarantee of their quality. Mr. D. W. Camp, Sr., who established the business, is a practical miller, having had over fifty years' experience in this industry. The officers of the company are: D. W. Camp, Sr., president and general manager; D. W. Camp, Jr., vice-president; E. L. Camp, secretary and treasurer; J. D. Hurlbut, assistant secretary and treasurer.

J. F. ZAHM & CO.

Wherever grain is bought and sold in the Central West, *Zahm's Red Letter* is eagerly looked for each day. The cartoons, which are a feature of the Monday Letter every week, are timely and clever. The accurate information which the Letter carries and the breezy style in which it is written has enlisted a devoted following in the department of the firm's business concerned with speculative trading.

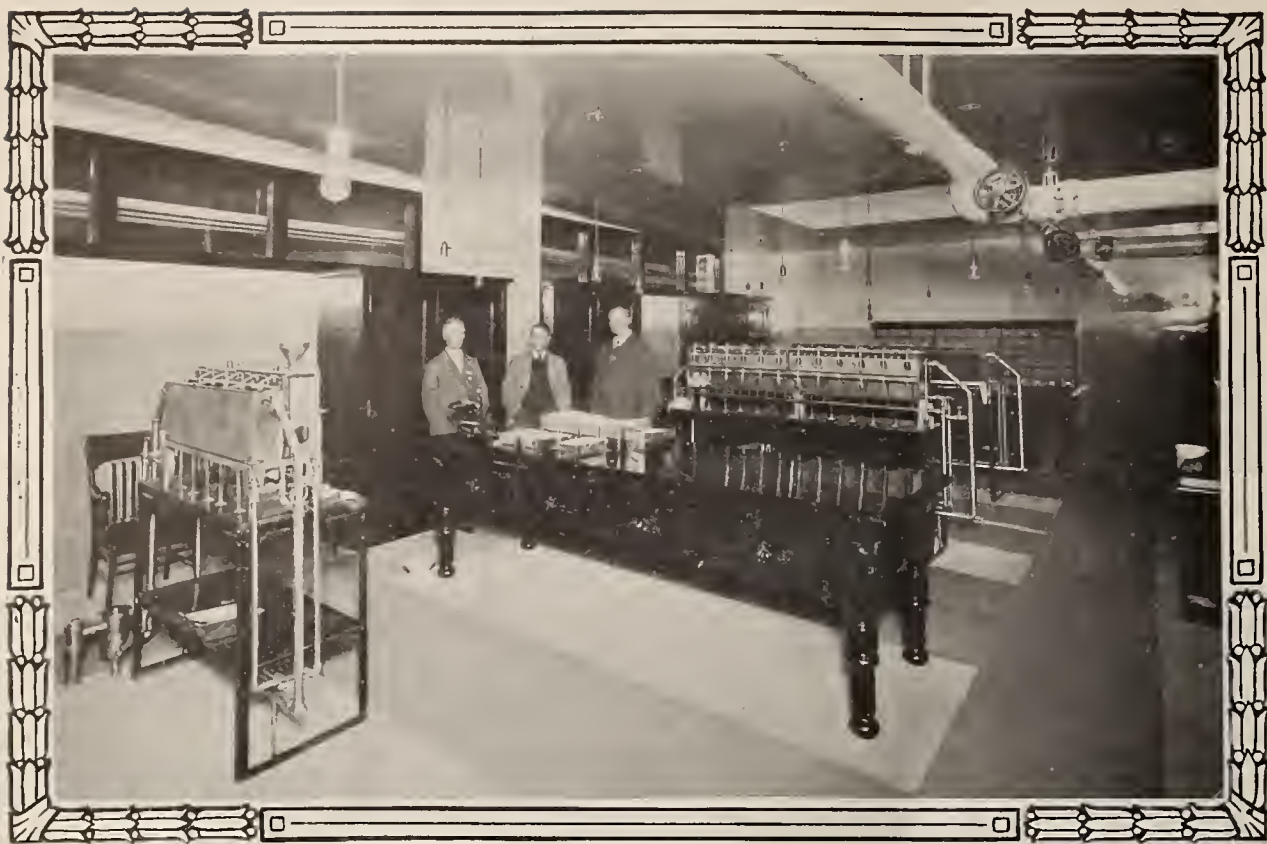
The firm is one of the best known and strongest financially on the Toledo Exchange. It was started in 1879 by J. F. Zahm, who rapidly assumed an important place among the traders on the market. In 1887 Fred Mayer and Fred Jaeger came with the firm and nine years later a partnership was formed with the signatures of these two men on the documents. For some years before his death in 1907, Mr. Zahm took no active part in the affairs of the concern, the entire management being left to the two younger men, who now carry on the business under the old name.

Mr. Jaeger, who was in Europe when the war started but managed to return safely, does most of the trading on the floor and his forceful personality makes him a dominant figure on the Exchange. Fred Mayer is personally known to more grain dealers than any member of the Exchange and it is doubtful if any market has a man who is better known. For many years he has made it a point to be present at every grain meeting in the Central West. He has served as president of the Ohio Grain Dealers' Association and has held offices and impor-



THE MAGNIFICENT WATERFRONT OF TOLEDO
Taken from the New Second National Bank Building.

A BIG COAL FREIGHTER TAKING ON A CARGO AT TOLEDO
Toledo Handles more Soft Coal than any other Port in the World.



THE NEW GRAIN TESTING LABORATORY AT TOLEDO
The Men are "Big Chief" E. H. Culver, E. L. Camp, Toledo, and John Monroe of Archbold, Ohio.

tant committee appointments in the National Association.

The firm does a large consignment and commission business in all grains and seeds.

THE PADDOCK HODGE COMPANY

F. O. Paddock, moving spirit of the Paddock Hodge Company, was born on a farm near Pana, Ill. Returning from a short sojourn in the West in 1875, he started a lumber business at Pana and is still interested in it. He came to Toledo in 1886 and entered the cash grain business. In 1890 the Paddock Hodge Company was organized, and Mr. Paddock has been its president continuously. He has been president of the Produce Exchange for three terms.

The firm specializes in cash grain, of which they are the largest handlers in the Toledo market. They have owned and operated as high as 50 country elevators and have handled 20,000,000 bushels of grain a year.

The company was capitalized at \$20,000, but on May 15 of this year the capitalization was raised to \$65,000 and several new members have been taken into the firm. Besides President Paddock and his son, O. H. Paddock, who has been with the firm since his graduation from Cornell eight years ago, the stockholders are Donald F. Smith, who is also a graduate of Cornell, and O. W. Bunse, who has been bookkeeper for the firm for 25 years. Mr. Paddock retains the presidency and O. H. Paddock is vice-president and treasurer of the firm.

They operate the Lake Shore Elevator at Toledo, a house with a capacity of 450,000 bushels, and do a receiving and shipping business with both domestic and foreign connections. While they deal in all grains and seed, oats is their specialty and corn their hobby.

Mr. Hodge is very optimistic as to the future of the grain trade at Toledo, and the enlarged capitalization of the firm was made to take care of the increase in business, which he confidently predicts will be 50 per cent, on account of Toledo's more favorable rates.

NORTHWESTERN ELEVATOR & MILL COMPANY

The Northwestern Elevator & Mill Company, through the energy and enterprise of its management, stands in the front rank of Toledo's institutions. The reputation of "Taylor's Peerless Flour" and feed has been established in most of the large markets of this country and abroad where good flour finds buyers. The plant at Toledo has a daily capacity of 1,100 barrels of flour, and the Mt. Vernon, Ohio, plant produces 500 barrels a day. This large output has grown from a small beginning when highest quality was made the goal for the products of the plants and cleanliness and purity the watchwords of the mill. This effort is well re-

paid in the confidence which consumers have come to feel in the products of the mill, a confidence which only unswerving loyalty to the highest ideals of milling could have produced.

The officers of the company are: Rathburn Fuller, president; C. S. Coup, vice-president and general manager; John H. Taylor, secretary and treasurer. These gentlemen have done much for the city in many ways and are to be found in any movement for its up-building and advancement.

The general offices of The Northwestern Elevator & Mill Company are at No. 49 Produce Exchange.

THE S. W. FLOWER COMPANY

The S. W. Flower Company was founded in 1868 by Mr. Flower, who established a world-wide reputation in the seed trade. From the beginning he made a specialty of red clover, alfalfa, alsike and timothy seed and the firm has seen no reason to change this policy, the brands "Diamond," "Pearl," "Lotus," and "Pansy" having been thoroughly established in all seed buying markets. Mr. Flower died in November, 1908, and left the business to Charles A. Burge, who had been manager for many years previous.

In 1909 Mr. Burge formed a partnership company

with J. A. Smith and R. S. Sheldon, both of whom had been in his employ for many years. This partnership was dissolved and a stock company was formed, composed of the three former partners and Lou M. Burlingame and Robert S. Eurge, employees of the old company. Throughout these changes the firm name was retained and the reputation for commercial responsibility and integrity has been sustained.

The S. W. Flower Company does the largest seed business out of Toledo, which is the same as saying the largest in the country in certain lines. The Toledo seed market is widely known as the great option market, large trades being of daily occurrence on the Exchange. The company has a large mailing list of those interested in the seed trade and are always anxious to extend this list and their already numerous friendships.

C. A. KING & CO.

No discussion of Toledo market reports is complete without a quotation from "Our Boy Solomon," through whose personality Frank I. King, manager of C. A. King & Co., presents his views to the trade. To pose even as a "boy" Solomon would be presumptuous for anyone less well informed than Mr. King, but his profound knowledge of grain conditions throughout the world, and his fund of good sense and acute observation qualify him to write under an even more ambitious *nom de plume*. His daily letters are considered by many as the last word in prognostication.

The firm is one of the oldest and most substantial in the Toledo market, and Mr. Frank King's ability and integrity is rapidly coming to be shared by his son Fred, who helps bear the burden of responsibility in the company. The firm was founded in 1846 and has progressed through the years, gathering unto itself a reputation which is unassailable. As Mr. King quaintly remarked: "Like Billy Sunday we deal in both cash and futures." And no volume of business in either line is too large for the firm to handle to the best advantage.

SOUTHWORTH & CO.

On the same floor with the Produce Exchange in the Second National Bank Building, the offices of Southworth & Co. command a wonderful view of the river and harbor. To the same extent the firm commands the respect and good will of everyone connected with the market.

Colonel E. L. Southworth retains the administrative post in the firm's affairs, but the active management is in the capable hands of Kenton D. Keilholtz, who is young in years but ripe in experience. He has had charge of important committee work on the Exchange and in every capacity has been found efficient and progressive. To the genial personality of



THE SAMPLE TABLE UNDER THE NORTH SKYLIGHT

John W. Luscombe many shippers in the territory can testify, if further testimony is needed than the generous consignments they send to the firm in response to John's persuasive powers.

The company does a general commission business in all kinds of grain. They are firm believers in publicity and are generous advertisers, as well as authors of an interesting letter which goes out to the trade each day.

THE YOUNG GRAIN COMPANY

In 1914 J. W. Young and C. W. Mollett organized The Young Grain Company, the former being president and the latter secretary and treasurer. The firm does a receiving and shipping business, operating through the Central Elevator, a house having a capacity of 250,000 bushels. They handle all kinds of grain and seed, and are already working up a nice consignment business.

Mr. Young is a well known figure in Toledo's

department. He has been associated with the firm since it started. Previous to that time he was consigning agent for the Lake Shore Railroad at Toledo, and was regarded as the best posted rate man in the city.

The company buys and ships all kinds of grain and the business of the firm has shown a steady growth since it started, being regarded highly by the trade as one of the reliable and substantial companies of the Toledo market. Mr. Wickenhiser keeps in close touch with the shippers of Ohio through the state association, holding the office of vice-president in that body at the present time.

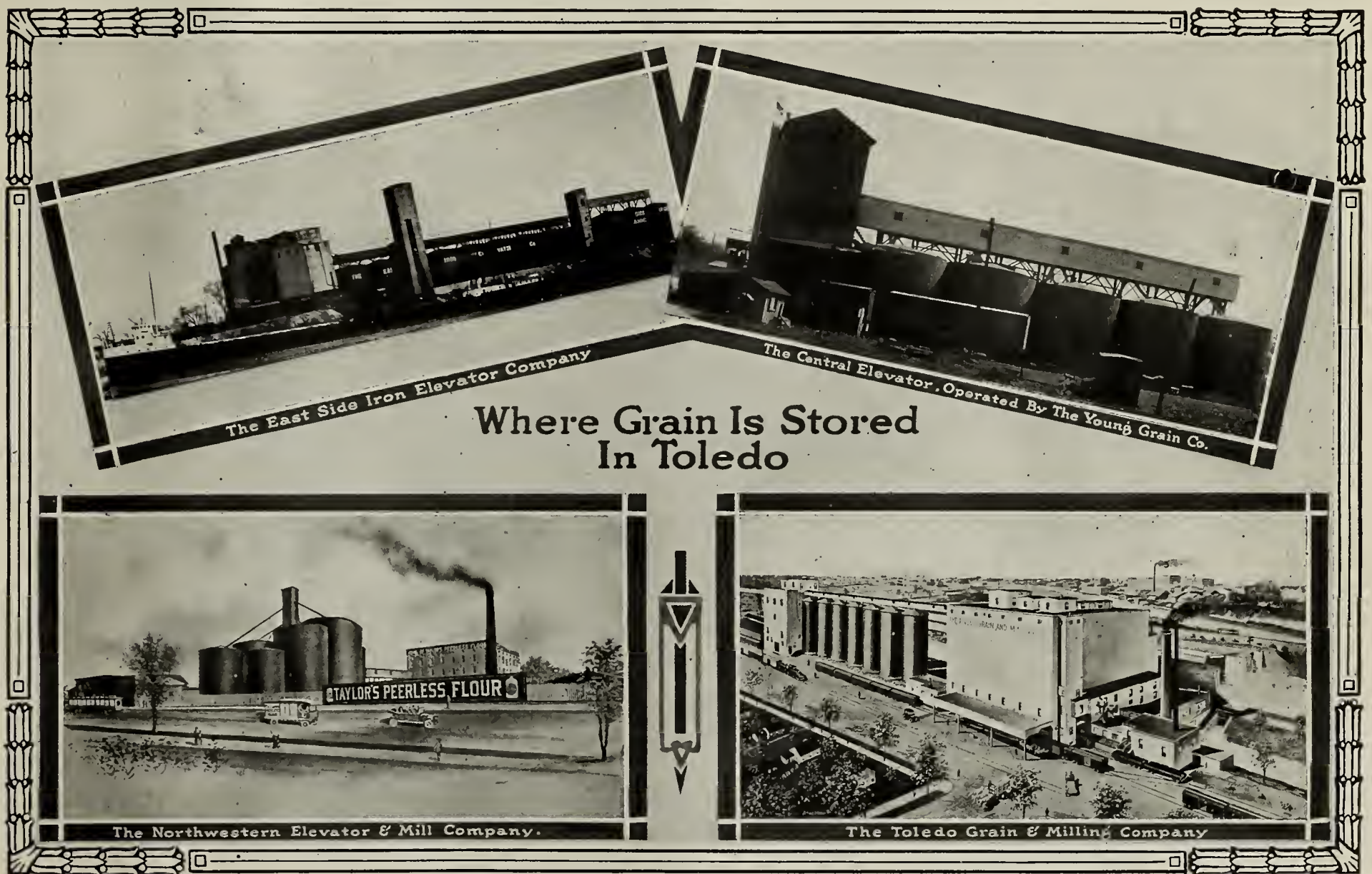
W. H. HASKELL & CO.

The firm of W. H. Haskell & Co. was organized in 1887 by W. H. and C. M. Haskell, who specialized in corn. Six years later they built a hominy mill, the only one in northwestern Ohio, and started manufacturing hominy grits, white cornmeal and

Toledo, handling wheat, corn, oats and rye. They also enjoy a good cash clover seed business. The members of the firm are always on the job and anxious to give satisfaction and service to their friends and customers both in the buying and the selling of cash grain.

THE EAST SIDE IRON ELEVATOR COMPANY

When J. J. Coon founded The East Side Iron Elevator Company in 1895 and advocated the use of steel storage tanks for grain, he immediately became notorious, for he was the first man to advance this style of construction. Twelve steel tanks and a work house were erected on the bank of the river and on the main line of the Lake Shore Railroad. From time to time the capacity has been increased until now there is storage for 1,500,000 bushels of grain. In 1910 the Macdonald Engineering Company of Chicago, erected a separate concrete working house and marine tower for the firm, with a



grain circles, having been with some of the principal firms there for many years before going into business on his own account.

Mr. Mollett, besides his connection with this company, has a variety of grain and milling interests. The firm is a member of the Toledo Produce Exchange and the Chicago Board of Trade.

JOHN WICKENHISER & CO.

Twelve years ago John Wickenhiser withdrew from the wholesale shoe business in Toledo and organized the grain firm which bears his name. Grain was not a new venture with Mr. Wickenhiser as he had been engaged in the business for many years before coming to the lake port, having shipped the first car of grain out of Hamler, Ohio, which is now one of the largest grain shipping points in the northwest part of the state. He also shipped the first car of grain from Deshler, Ohio.

Associated with Mr. Wickenhiser is his son, J. Fred, who has been in the business since leaving college five years ago. C. E. Patterson came to the firm a year ago from Battle Creek, where he had been secretary of McLane, Swift & Co. He has been in the grain business all his life and has been a director in the Grain Dealers' National Association. W. H. Meyer has charge of the books and the traffic

white corn flour. The grits were made for brewers and for table use, and the corn flour sold to bakers. Dairy stock feed, at first a side line, is now an important item of the mill's output.

In 1910 the business had progressed till additional storage became necessary, and a concrete elevator holding 100,000 bushels of corn was built. Only white corn is used in the products of the mill, most of it coming from central Illinois. But the company is always on the market for good white corn from any source if it measures up to the quality necessary in the superior product of the mill.

W. A. RUNDRELL COMPANY

The firm of W. A. Rundrell Company has been in business for several years and is the outgrowth of W. A. Rundrell & Co., which was established in Toledo in 1878, by W. A. Rundrell. F. W. Rundrell died in May, 1911, and the present business is now conducted by H. W. Applegate and C. C. Coe.

J. E. Rundrell, while not active in the business, is about every day and has the welfare of the firm at heart. The firm has enjoyed a nice export business in wheat and rye for the past year and is confident that the outlook is promising for the grain trade at Toledo, both for domestic and export trade.

The firm is active in the cash grain business of

drier house in connection. The "Eureka" Corn Drier which was installed has a capacity of 500 bushels per hour. The marine tower has a capacity of 12,000 bushels per hour and the 550-foot dock can take the largest lake vessels.

At the present time James Hodge is president of the company; E. Claude Edwards, vice-president; W. A. Boardman, secretary and manager; and A. W. Boardman, treasurer. The company is capitalized at \$150,000 and the house has been and will probably be again this year taxed to its utmost to care for the volume of business which its convenient location and good management bring to it.

H. W. DEVORE & CO.

Coming to Toledo in 1874, at the request of his uncle, Henry D. Waldbridge, who at that time was a prominent figure on the Toledo Board of Trade, Henry Waldbridge DeVore left the old home farm and the next thirteen years were spent in keeping books and learning the grain business in his uncle's office. At the death of his uncle in 1887, Mr. DeVore started in business for himself under the name of H. W. DeVore & Co. As sometimes happens to Toledo grain men, sons are born into their families and the shining light in this case is Harry R. DeVore, who arrived back of the scenes in 1879, and

W. H. HASKELL
W. H. HASKELL & CO.

L. M. BURLINGAME
THE S. W. FLOWER CO.

C. B. PITZEN
SEED INSPECTOR

J. G. STEUER
HARRIS, WINTHROP & CO.

D. W. CAMP, JR.
THE TOLEDO GRAIN & MILLING CO.

J. A. SMITH
THE S. W. FLOWER CO.
1ST V. PRES. PRODUCE EXCHANGE

F. W. JAEGER
J. F. ZAHM & CO.
TREAS. PRODUCE EXCHANGE

F. O. PADDOCK
THE PADDOCK HODGE CO.
PRES. PRODUCE EXCHANGE

D. W. CAMP, SR.
THE TOLEDO GRAIN & MILLING CO.
2nd V. PRES. PRODUCE EXCHANGE

Toledo Grain and Seed Men

E. L. SOUTHWORTH
SOUTHWORTH & CO.

H. W. APPEGATE
W. A. RUNDELL CO.

JOHN WICKENHISER
JOHN WICKENHISER & CO.

E. H. CULVER
CHIEF GRAIN INSPECTOR

O. W. RANDOLPH
THE CENTRAL GRAIN CO.

G. D. WOODMAN
ROSENBAUM BROS.

L. J. ULRICH
LAMSON BROS. & CO.

C. C. GOE
W. A. RUNDELL CO.

C. E. PATTERSON
JOHN WICKENHISER & CO.

C. W. MOLLETT
THE YOUNG GRAIN CO.

W. A. BOARDMAN
EAST SIDE IRON ELEVATOR CO.

JOHN LUSCOMBE
SOUTHWORTH & CO.

H. R. DEVORE
H. W. DEVORE & CO.

CYRUS S. COUP
THE NORTHWESTERN ELEVATOR & MILL CO.

J. D. HURLBUT
THE TOLEDO GRAIN & MILLING CO.

J. W. YOUNG
THE YOUNG GRAIN CO.

RAYMOND P. LIPE
THE RAYMOND P. LIPE CO.

H. O. BARNTHOUSE
HULBURD, WARREN & CHANDLER

E. L. CAMP
THE TOLEDO GRAIN & MILLING CO.

O. H. PADDOCK
THE PADDOCK HODGE CO.

A. GASSAWAY
SECY. PRODUCE EXCHANGE

FRANK I. KING
C. A. KING & CO.

Toledo Grain and Seed Men

W. E. STONE
THE CHURCHILL GRAIN & SEED CO.

FRED MAYER
J. F. ZAHM & CO.

F. C. KING
C. A. KING & CO.

CHAS. S. BURGE
THE S. W. FLOWER CO.

K. D. KEILHOLTZ
SOUTHWORTH & CO.

J. F. WICKENHISER
JOHN WICKENHISER & CO.

R. S. BURGE
THE S. W. FLOWER CO.

H. D. RADDATZ
H. D. RADDATZ & CO.

J. T. MATTIMORE
FINLEY BARRELL & CO.

W. L. HASKELL
W. H. HASKELL & CO.

R. S. SHELDON
THE S. W. FLOWER CO.

C. M. WHITNEY
E. W. WAGNER & CO.

H. W. DEVORE
H. W. DEVORE & CO.

landed in the center of the stage as a member of the Produce Exchange and junior partner of the firm in 1902.

Being members of the Chicago Board, these two gentlemen are entrusted by many with their Chicago, as well as their Toledo option orders and consignments of grain and clover seed, and have established a nice trade with shippers to Toledo and especially shippers located on the C., H. & D. Railway, owing to the good service they give on shipments to Perrysburg, Ohio, at which point they handle a transfer elevator and feed mill.

Harry R. DeVore was elected a director of the Produce Exchange this year, in place of his father, who has served in a like capacity for many years.

THE LAKE ERIE MILLING COMPANY

The Lake Erie Milling Company was organized in February of this year and is the youngest firm handling grain and mill products on the Toledo market. Its sponsors, however, are of wide experience and the most flattering prospects await them. J. W. Young is president of the company and C. W. Mollitt is vice-president and manager.

Kiln-dried corn feeds are the special feature of the business, but they actually handle a wide variety of feed products, such as corn, oats and chicken wheat, oil meal, cottonseed meal, red dog flour, middlings, bran, gluten feed, flaked oats and corn, cracked corn, scratch feed, chop and meal. These products are sent in split cars to the South and

equipped to handle all kinds of grain in any position.

HULBURD, WARREN & CHANDLER

When Hulburd, Warren & Chandler, of Chicago, looked about for a capable man to handle their Toledo office they wisely selected H. O. Barnthouse as best fitted for the position. That was seven years ago, and Mr. Barnthouse has made good. He was practically raised in the grain business, having operated a country elevator in central Ohio when he began his business career, and has been engaged in the trade ever since.

Hulburd, Warren & Chandler was founded about 40 years ago under the name of Culver & Co., C. H. Hulburd being a member of the firm at that time. Through various changes the present name was evolved, and it is one of the best known in the trade. The headquarters are in the Commercial National Bank Building, and they handle stocks and provisions, besides receiving, shipping and future trading in grain.

ROSENBAUM BROS.

The Chicago firm of Rosenbaum Bros. is represented in Toledo by G. D. Woodman, who is a director of the Produce Exchange and has won the confidence of everyone connected with the trade in that city.

The firm was founded about 45 years ago in Chicago by Morris Rosenbaum. The present organization was effected some 20 years ago and at the pres-

trance being gained from the street and from the elevator lobby. Its relations with the grain firms are most cordial and its treatment of all customers, is conspicuous for its courtesy and promptness.

E. W. WAGNER & CO.

C. M. Whitney is the resident manager for E. W. Wagner & Co. at Toledo. His connection with the house dates back over a period of five years. He is generally noted around Toledo for his suavity and attention to business. In line with the policy of this house, Mr. Whitney makes a specialty of giving exceedingly aggressive attention to investment inquiries.

E. W. Wagner & Co. handle grain, provisions, and cotton securities. Their daily letter, issued from the home office, 208 South La Salle Street, Chicago, is said to have the widest circulation of any grain literature.

LAMSON BROS. & CO.

The firm of Lamson Bros. & Co., with home offices on the first floor of the Board of Trade Building, Chicago, Ill., established an office on the Toledo Produce Exchange about one year ago. They selected a man to represent them who had twenty years' active experience on the floor of the Produce Exchange and one who had always been favorably known in that market. L. J. Ulrich was formerly connected for very many years, as manager, with the Western Union Telegraph Company and for a while acted as representative on the floor for J. H.



TOLEDO'S SKY LINE FROM THE RIVER, THE HOME OF THE PRODUCE EXCHANGE DOMINATING THE VIEW

Southeast, where a good business is already growing up in all the products.

The firm operates an elevator of 250,000 bushels capacity and the milling plant has storage capacity for 100 cars of feed.

H. D. RADDATZ & CO.

Like many other successful grain dealers, H. D. Raddatz started his career on the Produce Exchange as a telegraph messenger boy. From this position he entered the employ of Southworth & Co. when he was 13 years old, and has had experience in every department of the business from messenger to manager. He has traveled extensively both East and West as a grain buyer and knows his territory and his trade from personal contact.

In 1911 he organized the firm of H. D. Raddatz & Co., and has made a great success of strictly cash trades. He specializes in oats and ear corn, but handles a large volume of wheat and hay during the course of the year.

Like most of the other grain firms, he has taken up new quarters in the new bank building, being located at Room 1210.

HARRIS, WINTHROP & CO.

The Toledo office of Harris, Winthrop & Co., of New York and Chicago, is under the capable management of J. S. Steuer, who opened a wire connection for Walter Fitch in 1908. When the Fitch interests were taken over by Harris, Winthrop & Co. recently, Mr. Steuer retained the management of the Toledo office. He has been on the Produce Exchange for 32 years, having been for 25 years in the Western Union's Exchange office. He comes from good, sturdy old German stock, but has no difficulty in assuming a complete neutrality.

Harris, Winthrop & Co. have private wire connections with all the exchanges and principal cities, handling stocks, bonds, grain, provisions, and cotton. The cash grain department is handled from the Rookery Building in Chicago, and they are

ent time E. L. Glaser is president, W. C. Renstrom is secretary, and Ralph A. Schuster is treasurer. They do a general receiving and shipping business and handle a very large amount of cash grain on commission, as well as hedging trades. Their shipping connections are extensive, both in America and in foreign ports, the domestic trade being specialized in milling wheat, corn, and oats. They are members of the national and state grain and hay association and are members of the Chicago, Omaha, Toledo, and Winnipeg Exchanges.

FINLEY BARRELL & CO.

The private wire of Finley Barrell & Co., Chicago, on the Toledo Produce Exchange is in charge of J. T. Maltimore, who took the management of this branch in 1902, two years after the connection was installed. The Toledo branch not only handles grain futures in all positions, but also does a large volume of business in stocks and bonds. This branch of the business has increased to such an extent recently that M. W. Murphy, who had been looking after the company's Cleveland business, has come to Toledo to assist Mr. Mattimore.

THE SECOND NATIONAL BANK

The position of Toledo banks is very strong, the deposits from September, 1909, to September, 1914, having increased from \$35,066,616.83 to \$52,426,384.82, almost 50 per cent in five years. Of the four national banks in the city, the new location of the Second National, which is capitalized at \$1,000,000 and has assets of \$12,000,000, gives it a great advantage in taking care of the grain business of the Exchange and collections from outside. The beautiful new building which the bank has just completed is the largest and finest office building in the city. It houses the Produce Exchange and most of the grain firms and has done everything possible to make a complete and satisfactory abode for the grain interests of Toledo.

The bank itself occupies the ground floor, en-

Wrenn & Co. of Chicago. As manager of the Toledo branch for Lamson Bros. & Co. he has charge of all their future commitments from Toledo, has full management of the cash grain end of the business and also handles a large volume of orders in stocks.

The inherent energy of Mr. Ulrich where allied with so strong an organization at the Chicago headquarters of the business has combined to produce a service exceptionally satisfactory to very many clients. The firm of Lamson Bros. & Co. was established in 1874 and has therefore had an experience of 41 years in serving the grain trade. The present heads of the company's affairs are W. A. Lamson, L. F. Gates and H. H. Lobdell. The name of Lamson is synonymous with square dealing and it can be said of them that they have conducted all their business affairs for this unusual length of time without fear and without reproach.

ITALY is preparing for harvesting a big grain crop on more than 5,000,000 acres. According to reports 10,000 reaping machines and 1,950,000 boys, women and men over the military age will be put to work in the fields.

SO far this season 9,260,873 bushels of wheat have been shipped to Europe from Portland, Ore., according to the May report of the Merchants' Exchange of that city. Last year there were shipped 5,210,807 bushels in the same period.

STEPS have been taken by the port of Astoria, Ore., for the development of a boat and barge line on the Columbia River. The plan also provides for the erection of elevators to handle grain in bulk. The engineer of the port has been instructed to collect data regarding probable tonnage, available sites, etc., to determine character and scope of the initial elevator. It is probable that bids for construction and equipment will be asked for soon.

Indiana Grain Dealers at Indianapolis

Excellent Program Arranged for Midsummer Meeting Brings Out Good Attendance—Addresses and Discussions on Varied Topics—Many Resolutions Adopted

THE mid-summer meeting of the Indiana Grain Dealers' Association brought out an unusually good attendance at the sessions, which were held at the Board of Trade assembly hall June 8 and 9.

President H. H. Deam of Bluffton called the first session to order at 2 o'clock on Tuesday afternoon and after an invocation by Rev. William Carson of Indianapolis, a cordial address of welcome was given the visitors by Walter Jones, representing Adolph J. Meyer, president of the Indianapolis Board of Trade. The response was made by Hon. Jas. R. Guild of Medarysville. President Deam read an address and report speaking of the Association spirit which seemed to be growing throughout the state and the feeling of harmony prevailing among members. He also urged upon dealers the necessity of putting their grain in proper condition before sending it to market and advised them to equip their houses with good cleaning machines and save the discounts that so frequently came as a result of improper cleaning.

Concerning the erection of new elevators over the state at points where there were already ample facilities for the proper handling of grain he gave as his opinion that the parties already engaged at such places should offer to sell rather than bring about conditions which would disrupt business and result in loss to all parties concerned. He also spoke of irregular shippers and their effect on business as follows:

I want at this time to sound a word to our receiver members. Occasionally we hear of some firm at a terminal market who is encouraging irregular shippers by handling their grain. What I mean by irregular shippers are those without investment who go about over the state scooping grain at points where regular equipped elevators are located and whose doors are open for business every day in the year to take whatever grain comes either at a profit or loss, whether it comes by a wagon load or a sack full. While the irregular dealer only comes out when conditions are favorable and when the cream is to be gathered, leaving the field again just as quickly as he came when conditions are unprofitable.

Often I feel that the receivers do not appreciate the struggles of the country grain dealer in trying to maintain a profitable business. All terminal markets have rules and regulations for the handling of grain and they discipline their members sharply for violation of the rules. And yet, many of these members are known to have gone into the country and encouraged scoop shovellers and others who have no investment, simply because they are able to exact a wider margin through such scoop shovellers than they could exact from the regular dealer. This all finally reverts back on the terminal market man, but not until he has done harm to the country dealer.

Our Association does not in the least try to regulate these matters, but I hope by merely touching along these lines that I will be able to exert some wholesome influence that will cause dealers who have been guilty of such conduct to discontinue such practices, remembering that the man who has his money invested in elevator property should have the preference and that the terminal markets are very much dependent on the legitimate dealer for its supplies the year round. After all, both the country elevator man and the terminal market man are essential, so let there be harmony.

TEMPORARY COMMITTEES.

Following the reading of his address the president appointed the following committees:

RESOLUTIONS—P. E. Goodrich, O. J. Thompson, Wallace Ryman.

MEMBERSHIP—C. A. Ashpaugh, Wm. Foresman, E. K. Shepperd.

YESTERDAY AND TODAY IN GRAIN TRADE

A very interesting paper was then read by E. K. Shepperd of Indianapolis on the subject "The Yesterday and Today in the Grain Trade." He spoke of conditions as they existed in the 80's when the small shipper enjoyed very inferior advantages to the dealer who made large shipments and before the grain drier at the terminal markets became such a factor in eliminating losses in the trade. No one would go back, he claimed, to inspecting and grading corn by the old method, nor to the jealousy and enmity which existed among competi-

tive dealers everywhere. He advised closer relations between the country shipper and the terminal market dealer and urged a discontinuance of the practice of buying grain of the farmer by the acre as it led to frequent loss to the grain man. In summing up he said that today the grain trade had seen the adjustment of railroad conditions, better conditions brought about by the modern drier, new methods of inspection and arriving at the moisture content of corn, the abolishing of free storage with the hope of eventually discontinuing the practice of buying by the acre and last but not least the wonderful growth of association work which had been instrumental in placing the grain business at its present high standard.

GRAIN EXPORTS

L. W. Forbell of New York City then discussed the question of "Grain Exports, Present Status, prospects and Perils," as follows:

The present unequalled balance of trade to the credit of the United States is to a large extent the result of the enormous shipments of grain from our shores since

now in vogue, as against the old methods of comparatively recent years. With more grain to handle by reason of a larger surplus above consumptive requirements the outlet must be solely that of export.

Guard Against Adverse Legislation.

It is to your interest to see that in the conduct of this branch of the business no unnecessary impediments are placed in its way. There must be given every opportunity to send this vast volume of grain out of the country, and any legislative action that tends to restrict its free movement or in any way hamper the merchant or exporter, will quickly have its effect upon the grain dealers of the producing states. Therefore, it is incumbent upon all state grain associations and the Grain Dealers' National Association, as well, to be on their guard in the matter of proposed legislation at Washington during the coming session of Congress in December. Numerous bills affecting grain interests are introduced at each session of Congress and only because of the constant vigilance exercised in detecting vicious legislation and by persistent efforts in opposing it, has the grain trade been able to prevent the enactment of laws that would have occasioned dire confusion in the conduct of business and the entailment of serious losses. I urge you, therefore, to withhold your endorsement of any measure wherein one particular branch of the grain business may be placed in jeopardy as the injurious effects are bound to be felt throughout the entire trade.

This would be true of any anti-option measure wherein the activities of the large exchanges would suffer curtailment, as it is conceded even by the opponents of speculative trading that it would be an impossibility to move the enormous grain crops and finance them if trading in futures were abolished, or



OFFICERS OF THE INDIANA GRAIN DEALERS' ASSOCIATION
President H. H. Deam, Treasurer Bert A. Boyd, Secretary Chas. B. Riley.

the harvest of last year. This country was blessed with bountiful crops of exceptional quality, and therefore was in a position to supply foreign demands of unusual proportions from a larger surplus than it had ever before been its good fortune to possess.

The movement of grain to the seaboard until recently was so large as to overtax terminal facilities and at times cause congestion of so serious a nature as to compel the railroads to place embargoes against certain ports. This condition, however, no longer exists and until a new harvest is under way all ports will be able to promptly handle grain arrivals. Never before has the importance of the export business in grain been so fully realized. At this time it should be the dominant thought of the grain trade as to how the business which has come to us through the pressing needs of other nations can be fostered and continued.

With practically all the leading European nations at war, and no immediate prospect of a termination of the conflict, it is not to be supposed that they will be able to produce crops of normal size in the near future. Granting that this supposition is correct, it is fair to presume that necessity will compel them to continue to import American grain on an enormous scale. Indications at present point to the production of another wheat crop of similar magnitude to that of last year and all other crops also give promise of bountiful yields.

Crop Improvement Committee.

It is indeed fortunate that a few years ago the Council of Grain Exchanges established a Crop Improvement Committee and the wisdom of such a move is now apparent to all engaged in the grain business. This committee has labored indefatigably to impress upon the farmer the need of up-to-date methods in soil culture and the care in selecting the best seed and testing it before planting. By establishing county committees throughout many states this education has proved a boon to the farmer, for he has not been slow to realize the advantage to be gained. It can be said without fear of contradiction that the large increase in production is in part due to the improved methods

even taxed. This is merely one instance of adverse legislation and it has been repeatedly and so far successfully fought.

The Department of Agriculture, as you well know, has attempted the standardization of the grades of grain and after an exhaustive research extending over a period of several years has within the past year promulgated grades for corn. We are advised that some time in the future they will submit grades covering the other grains. It is unnecessary to dwell at length upon the discussion that followed their introduction to the trade or the efforts made at Washington to obtain modifications. Suffice it to say that the Department was practically unyielding to the arguments presented and only a slight concession was obtained. While many Western markets have adopted these grades as suitable to interior business, the seaboard or exporting markets found them unsuited to their needs.

The Moss Bill.

In order that they might become operative in a lawful manner, several measures have been before Congress with this object in view, but so far none has met with the approval of both the domestic and export trade. Representatives of the seaboard markets have appeared before congressional committees at hearings on the so-called Moss Bill and have protested vigorously against that measure, not that they wish to oppose supervision of the inspection of grain as they are in accord with this idea but because under the provisions of the Moss Bill, it would be impossible to offer abroad the grade of No. 2 corn unless the same complied in all respects to the description of the Federal grade which particularly specifies that its moisture content shall be not less than 15½ per cent. As European markets have never bought other than the grade of No. 2 and this grade is known in every foreign city and hamlet wherever American corn is used, it would be necessary to educate anew the foreign merchants and even the small consumer of American corn in order that they adapt themselves to changed conditions caused by such unwise legislation. It would prove a most dif-

difficult task to induce them to buy our corn under a lower grade or by another name and make them believe that they would receive corn of equal quality to that which they have been accustomed to dealing in for nearly forty years.

It can readily be seen how impossible it would be to successfully conduct an export corn business from December to May under such circumstances and during which period the bulk of the corn movement occurs. You will doubtless agree with me that the quantity of corn that would measure up to the required standard during those months would be too small to receive consideration. Of course it could be artificially dried to this percentage but the expense of doing this would add so much to its cost that this country would be unable to compete with Danubian corn and the corn from Argentina, which unhappily now enters our country, duty free, and comes directly into competition with American corn in a considerable portion of the eastern territory to the great detriment of the western dealer and farmer. What seems necessary at this time is that in any measure looking to the supervision of grain inspection its reference to export grain should either be entirely eliminated or modifications made in the grades that would permit our merchants to meet the competition referred to.

This matter is one for serious consideration and I cannot impress upon you too strongly its importance, not only from the standpoint of the exporter but the possible effect it may have on your business as well. Individually, and as a state association you are in a position to exercise great influence in the shaping of

pointed out that the bill merely prevented a man from selling one thing and trying to deliver another.

The importer of United States grain under its operation could buy any kind of corn he wanted and call it what he wished. A dealer could sell any kind of corn under any name, but if he sold No. 2 it had to be No. 2 United States standard. He expressed the hope that the Indiana Association would not take a backward step now that there was such an excellent chance for the passage of this bill, which nearly all markets had endorsed.

Mr. Forbell, in reply, stated he heartily agreed with the present bill so far as domestic business was concerned but it was not designed to help the export interests of New York, Philadelphia, Baltimore and Boston. Europeans had always bought from us No. 2 corn and while it would be possible to educate them to buy something else yet this would take time and money and in the meantime much of this export business would be lost to our competitors for the foreign trade.

WORKMEN'S COMPENSATION ACT

An address was made by Hon. Henry W. Bullock of Indianapolis on "Workmen's Compensation Act and Its Purposes." Mr. Bullock was chairman of the commission appointed by the governor of In-

to $\frac{3}{4}$ of one per cent or $\frac{3}{8}$ of a cent per bushel, amounting to \$455.46 or about \$8.00 per car.

Similar results were shown on corn and wheat and he urged dealers to do business on safer margins with the end of making the business universally more stable and profitable. The afternoon session then adjourned.

TUESDAY EVENING SESSION

The visiting grain dealers were the guests in the evening of the grain trade of Indianapolis at a musical program given in the Assembly Hall. The speaker of the evening was Hon. James E. Watson of Indiana, who spoke on "Our Merchant Marine." He told of the steady decline of our merchant marine during the past 100 years and gave as the reasons the fact that it cost 25 per cent more to build ships in this than in foreign countries and from 25 to 45 per cent more for wages, housing and feeding American seaman than those of England, Germany and Japan. He advocated very earnestly a mail subsidy which would again bring about the carrying of our foreign commerce in American ships under the American flag.

WEDNESDAY MORNING SESSION

Immediately after President Deam had rapped for order at 10 o'clock Wednesday morning Secretary Chas. B. Riley made his report. It showed a total membership of 298, of which 219 were shippers, 67 receivers and 12 associate members. There were 37 new members received since the January report, and 17 withdrawals, making a net gain of 20 new members. The Claim Department showed 785 claims filed, of which 581 had been paid, 64 were under investigation and 140 on which payment had been refused.

The report of Treasurer Boyd showed cash on hand January 15, 1915, \$1,707.60, which with receipts to June 7 of \$1,602.73, gave a total of \$3,310.33. Disbursements were \$2,328.21, leaving cash on hand June 7, \$982.12.

Secretary E. B. Hitchcock of the Illinois Grain Dealers' Association, brought the greetings of Illinois dealers and said the Illinois Association stood ready to co-operate with Indiana in all matters tending toward improved conditions in the grain trade.

Representatives of various terminal markets were called upon and Fred E. Pond spoke for Buffalo, Sam Finney for Chicago, Mr. Bowen for New York and E. L. Southworth for Toledo.

The paper read by Mr. Butler the previous day on the cost of grain handling and its relation to insurance was again taken up and discussed at some length by Mr. Butler and A. E. Reynolds.

RESOLUTIONS

The report of the Committee on Resolutions was read by Wallace Ryman and adopted as follows:

The Pomerene Bill.

Resolved, that we earnestly endorse Senate Bill known as the Pomerene Bill of Lading Measure; that we believe there is widespread need and demand for a measure that will establish the legal status of the Bill of Lading; that the Pomerene Bill, if enacted into law will meet all such requirements; that we urge on our Congressmen and Senators their support of the measure.

In Memoriam.

Inasmuch as an all-wise Providence has seen fit to remove from our midst the Hon. Harry S. Grimes of Portsmouth, Ohio, ex-president of the Grain Dealers' National Association; Samuel W. Strong, of Urbana, Ill., secretary of the Illinois Grain Dealers' Association, and Eldridge Blish Thompson, of Seymour, Ind., a victim of the Lusitania horror.

Whereas, no more shall we have the pleasure of meeting these brothers in this life, be it

Resolved, that the secretary of this Association be instructed to set apart a page in our records as a memorial to these departed friends, and that he be directed to convey our heartfelt sympathy to the bereaved families of the deceased.

Public Warehousing Measures.

Resolved, that we look with alarm on the tendency toward unwarranted and wild speculation in food stuffs. That the growing tendency toward option buying and selling of grain by those unacquainted with the grain business, should be discouraged. That the legitimate buying and selling of grain for future delivery should not in any way be restricted by legislative measures. Such restrictions would materially hamper the free movement of the crops. That every facility for moving forward the grain crops of the country quickly, safely and cheaply, should be encouraged. We look with dis-



DIRECTORS FRANK KELLEY, J. H. MORROW, P. E. GOODRICH

coming legislation and the opportunity will doubtless be given to express your views. We sincerely hope you will make strong representations to the effect that the export trade be encouraged and broadened, whereas under recent attempted legislation it surely would have been placed in a chaotic state, to say the least.

There is another matter that bids fair to cause deep concern to exporting interests in the not distant future and that is a probable shortage of ocean tonnage. Notwithstanding the difficulties already experienced during the past ten months in this respect and the abnormally high rates of freight and insurance that have prevailed, the opinion is now prevalent that this shortage is likely to reach an acute stage in the months to come. Added to this is the increasing danger of navigation of the seas, and the consequent unwillingness of vessel owners to make charters except upon terms that impose onerous conditions upon shippers. The present outlook therefore, is not an encouraging one, and presents many difficulties that must be met and overcome in handling the surplus of our crops for export.

I have pointed out to you that by reason of an enormous surplus of grain over the amount required for domestic needs there exists an opportunity for an export business of perhaps greater volume than this country has ever experienced, which if realized will not only add to the material prosperity of the nation but should afford ample opportunity for those engaged in the handling of grain, whether as a tiller of the soil, a country grain dealer, grain commission merchant, or exporter at the seaboard, to participate in it to the full. We must, however, work together and realize that the perils which confront us must not be lightly regarded, but that it will require hard and earnest work on the part of grain dealers individually and collectively to bring about conditions that will enable us to reap the advantages to be gained by the magnificent opportunities afforded. Will you do your share in this work?

A. E. Reynolds differed with Mr. Forbell in respect to the foreigner being unable to conform his purchases to the provisions of the Moss Bill. He spoke of the work already done on the question of uniformity of grades and Federal supervision and

diana May 15, 1913, to investigate industrial accidents and the operation of workmen's compensation laws and report to the 69th General Assembly. He reviewed the Indiana Workmen's Compensation Act which was approved by Governor Samuel M. Ralston on March 8, 1915, and becomes effective September 1, 1915.

COST OF HANDLING GRAIN

V. E. Butler, director of the Grain Dealers' National Mutual Fire Insurance Company of Indianapolis, spoke on the subject, "The Cost of Handling Grain and the Relation of the Insurance Companies and the Bankers to the Grain Business." Mr. Butler's paper showed the results of his investigations among grain elevators with the view of finding out bad practices, if any, and the steps taken for their elimination to the end of a material reduction in the cost of insurance. He found that the loss hazards of the country grain business were those of grades, shrinkage and the expense of doing business. He produced figures taken from investigations in a number of elevators showing conclusively that it was not safe to figure less than one cent per bushel average discount on corn from loss of grades from year to year.

Shrinkage in handling the crops was another large item to which the grain trade as a class gave but little thought. His investigations on this line showed that between July 28 and August 26, 1914, an Indiana elevator bought 121,459.12 bushels of oats and shipped them out. The shrinkage between his wagon scales and his loading weights into the car was 441.26 bushels, with a further shrinkage between his car weights and the terminal market of 463 bushels, making a total of 904.26 bushels, equal

favor on the public warehousing proposition; we believe that any effort on the part of the Federal or State Government to provide public warehouses, which shall issue storage receipts, on which banks may loan money to the holders of grain is dangerous and socialistic in its tendencies. That the establishment of such public warehouses, issuing of such receipts would create unwarranted speculation in the food supply of the people. We believe that such practices would put an additional tax on grain that is wholly unwarranted; that there is no need nor demand for such warehouses for the storage of grain; that the whole country from producer to consumer will be better served by the present method of movement of grain. That we urge our respective congressmen and senators to use their best effort to prevent the passage of such warehousing measures.

Caution Urged in Future Contracts.

Whereas, President Deam has sounded a note of warning as to the danger in the general contracting of grain for future receipt from the farmers or for future shipment, on account of the numerous elements of uncertainty, growing out of the European war and other abnormal conditions, be it

Resolved, that it is the sense of this convention that each and every grain dealer should exercise extreme caution in contracting to buy or sell grain for future delivery, handling the same only when ready for delivery, and be it further

Resolved, that because of the continued violent and extreme fluctuation in prices, hitherto unexperienced by the trade, and the advanced prices current, all grain should be handled on a margin of gross profit much in excess of the margin that has universally obtained, and extreme care should be exercised in cleaning and conditioning grain for shipment, as discounts on account of failure to grade, are now and will of necessity be much wider than under normal conditions.

The Moss Bill Endorsed.

Whereas, this Association and the grain trade in general in the producing states have for years labored for uniform standardization of grain grades and hoped for uniform application thereof, and whereas we have firmly supported the efforts of the Department of Agriculture, at Washington, through the Legislative Committee of the Grain Dealers' National Association and otherwise, in their efforts to secure such legislation as will give promise of the relief desired, therefore be it

Resolved, that we reaffirm our former position in the support of the measure, known as the Moss Bill, and urge its re-introduction without additions, alternations or amendments at the beginning of the next Congress, and we here and now renew our pledges of support to the Legislative Committee of the Grain Dealers' National Association and its efforts to secure the enactment of the legislation referred to.

Adequate Merchant Marine Urged.

Whereas, the commercial business of this country and the grain business especially, is largely dependent upon transportation, both domestic and foreign, and whereas the merchant marine of this country, is and has for years been inadequate to meet the growing needs of our people, therefore be it

Resolved, that it is the belief and desire of this Association that proper, effective and vigorous steps should be taken at once to provide by subsidy and otherwise for an adequate merchant marine, and be it further

Resolved, that the Honorable Senators and Representatives in Congress from this state be requested, and urged to support such measures as will assist in accomplishing the development of an adequate merchant marine, by means otherwise than by government ownership.

Annual Summer Outings.

Whereas, the grain dealers and their families have on more than one occasion found pleasure and recreation in an outing at Lake Maxinkuckee, and it has been the desire of those who have availed themselves of this pleasure, that the event should be made one of annual recurrence, therefore be it

Resolved, that we provide for an outing this year at some of the lakes of the state, and that all those who can possibly attend do so, accompanied by their families and other friends, and we each and every one now begin to plan to make the outing the success that it should be.

Publicity Committee.

Whereas, the recommendation of Mr. Butler is that the various grain dealers' associations appoint a joint Committee on Publicity, we recommend that this question be referred to the Board of Managers for favorable action.

Loyalty to Government.

Whereas, our Government is confronted with diplomatic and other kindred problems of greatest importance to the whole people, creating a demand for sane, frank and patriotic consideration on the part of the President and his advisers, and no less patriotic devotion on the part of the whole people, therefore be it

Resolved, that we patriotic citizens of Indiana, members of the Indiana Grain Dealers' Association, in convention assembled, do here and now express our loyalty to the Government, and our sympathy for the Chief Executive, in his unselfish devotion to the cause of peace, by methods designed to preserve the dignity of a great people, in this time of severest trial.

Thanks.

Resolved, that the sincere thanks of the members of this Association be extended to each and every gentle-

man who appeared on the program or otherwise contributed to the pleasure and success of the meeting.

Resolved, that the thanks of the Association be tendered to the Indianapolis Board of Trade for the use of its rooms for the meetings, and we especially thank the Grain Committee of the Board of Trade for making the meeting a success in every respect and especially the entertainment provided for the evening of the 8th.

Resolved, that we extend to the Hon. James E. Watson our sincere thanks for his able, instructive and entertaining address on the subject of the "Merchant Marine," delivered the evening of the 8th.

The meeting then adjourned *sine die*.

GOING AFTER THE BUSINESS

After the elevator is constructed many grain dealers sit back and wait for the trade to come to them. They receive the grain, weigh it and ship it, and then consider that their work in life, for that season, is accomplished. Fortunately all dealers are not like this, but are continually looking about for new lines of activity and means for improving their plants.

Of this latter class is Holmes Hagaman, of Holcomb, Ill., who has made good with a big G. Two years ago he was dissatisfied with the condition of his house, although he managed to do a good business, and had the Burrell Engineering & Construction Company, of Chicago, completely re-



THE HAGAMAN ELEVATOR AT HOLCOMB, ILL.

model the plant on the inside. Since then he has added a coal shed, 96x20x12 feet, with a capacity of over 300 tons of coal, and a lumber shed 60x20 feet in size. His complete line comprises grain, seeds, mill feed, coal, coke, cement, lumber, posts, building material and barbed wire fencing.

The elevator proper is a well built and well kept house of 10,000 bushels capacity. It is situated on the Chicago Great Western Railroad and draws upon some of the best farming country in the state. Northern Illinois was spared the dry weather which caused so much damage in the southern part of the state last year, and Mr. Hagaman enjoyed a profitable year, not only in the amount of grain handled, but, because of the great quantity of grain, in the side lines as well.

RECENT DECISIONS ON MIXTURES

A number of questions relative to labeling and shipping grain, grain products and mixtures under the provisions of the Food and Drugs Act have been addressed to the U. S. Bureau of Chemistry. The latter recently made public the answers to these inquiries of which the following are of the greatest interest to the grain trade:

If a mixture of grains is sold in interstate commerce it will be necessary not only to invoice it as a mixture of such and such grains, but also to bill it as a mixture of such and such grains, in accordance with the principle laid down in the instance mentioned above.

It is the opinion of the bureau that under the provisions of the Food and Drugs Act it is not illegal to ship mixtures of various grains in interstate commerce, provided each party to the transaction understands the true nature of the mixture, and provided further that

the product is sold, billed (including all railway records), invoiced, and labeled (in case a label is used) as a mixture of such and such grains. It is the opinion of the Bureau that the names of the grains present in the mixture should be given in the order of their weights, beginning with that which is present in the largest amount.

* * *

It is not illegal to ship various grains mixed with grain screenings in interstate commerce, provided that each party to the transaction understands the true nature of the mixture, provided the product is sold, billed (including all railway records), invoiced, and labeled (in case a label is used) as a mixture of such and such grains with grain screenings, and provided further that the screenings used have feeding value. In naming such a mixture the predominating ingredient (grain screenings or the particular grain in the mixture) should be placed first.

* * *

A product which is shipped in interstate commerce and sold, invoiced, billed, or labeled as rye is adulterated under section 7 of the Act if weed seeds have been mixed with the rye. The same rules that apply to labeling mixtures of various grains and screenings apply to labeling mixtures of rye and weed seeds. Poisonous weed seeds should not be added to feed or food products under any circumstances. Such feed or food products would be adulterated within the meaning of the Food and Drugs Act.

* * *

The interstate shipment, under the name of rye, oats, barley, etc., as the case may be, of grain to which any foreign matter whatsoever has been added, constitutes a violation of the Food and Drugs Act. Such products

should be labeled in accordance with the principles laid down above. If the foreign matter added be filthy, decomposed, or putrid, or contain poisonous ingredients which might render the mixture injurious to health, the product would be adulterated irrespective of how it is branded.

GRAIN LOADING FOR ROTTERDAM DECREASES

A report was circulated recently that the Holland-American Line had ordered the discontinuance of all grain loading at the Hoboken docks of the company. This report was immediately denied by W. C. Van Doorn, general manager of the freight department of the steamship line, who stated that the order applied to only one vessel.

The order, however, served to call attention to a great change in the export situation at New York. Only a short time ago the demand for ocean space far exceeded the supply. The port was congested and an embargo was imposed by some of the roads. Now, however, the demand for space has almost ceased and it was for this reason that the order to stop loading a particular vessel was issued.

Mr. Van Doorn at the same time took occasion to deny that the operations of The Netherlands Overseas Company had been suspended. This company has been handling all consignments carried by the Holland-American Line to The Netherlands, and the report of its suspension pointed to a practical embargo of American grain to that country. The company is still receiving all consignments and except for the decrease in shipping demand the situation remains unchanged. The new note to Germany promises no new developments in the Holland trade.



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ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, JUNE 15, 1915.

 Official Paper of the Grain Dealers' National Association
and of the Illinois Grain Dealers' Association.

DISCOUNTING ON VALUES

SUGGESTIONS made by A. H. Shelby for discounting grain on intrinsic value, have not received the comment from the press or from dealers that the importance of the subject warrants. Perhaps this is due to the fact that the corn grades were established only after such travail that no one is willing that the subject should be resurrected, even if the present grades are as unjust as Mr. Shelby makes them out to be. His suggestion is that a standard grade shall be established for corn which shall contain a perfect corn content of not less than 70 nor more than 74 per cent. In this content moisture, cracked kernels, heat damaged corn and foreign matter will be eliminated, and the amount stated will be actual sound corn content. Provided, however, that standard corn may not contain more than 21 per cent moisture, nor more than nine per cent damaged corn, nor more than three per cent foreign material, nor more than six per cent cracked corn, nor more than one-fourth of one per cent of mahogany or heat damaged corn. He further suggests that all bids shall be for standard corn on what shall be known as a standard basis of premium and discount: One quarter of one cent premium or discount for each variation of one per cent or major fraction thereof from the allowable percentages of standard corn.

The first objection which occurs to us, and it may be more sentimental than real, is that this procedure approaches too closely to the Bureau of Chemistry and the Food and Drugs Act. The second objection is that the variations from standard would have to be defined just as carefully as the standard grade itself, with the result that there would be the same conditions as at present, and without the convenience of the

present nomenclature. One suggestion, however, can and should be adopted. All bids for corn should include the rate of discount and premium. Discounts vary with the conditions at the terminal markets. It is only fair to the shipper that these discounts should be known as it would protect him from shipping to a heavy discount market when some other market might use a low grade more advantageously. This is a subject which the trade can discuss to advantage.

RATE TROUBLES IN CANADA

RAILROADS of Canada, operating east of Fort William on Lake Superior, recently applied to the Dominion Railroad Commission for permission to raise the rates on grain and grain products six-tenths of a cent a bushel. The export rates were not affected, and so the counsel for the roads represented to the Commission that the raise in rates would not affect the price of grain on the Winnipeg market. This the grain interests denied, as from 25 to 35 million bushels of Western wheat are consumed in eastern Ontario each year. This surplus affects the Western market, particularly when there is a small crop, just as the export price does. The Commissioners considered all the evidence and left the matter to go over. A comparison of the methods of procedure in such cases in Canada and in this country is interesting. There a rate is assumed to be equitable until the railroads prove it to be otherwise; here the burden of proof is put upon the shippers to show that a proposed rate is too high. In Canada the agricultural interests, especially of Manitoba and Saskatchewan, are much more unified than they are in this country, and are for that reason, as well as for their greater number in proportion to the total population, a more important factor in political and administrative matters than are the farmers of the United States.

WAYS AND MEANS

AN anonymous communication to this office quotes a note which Thomas Jefferson sent to England in 1805, objecting to the interference with ships from this country destined for France. The implied inference is, we suppose that shipments of foodstuffs to Germany should not be interfered with at this time. While our direct communication with Germany has ceased, supplies from this country have continued to find their way there through neutral nations, so that the only possible reason for the circular communication would seem to be an attempt to stir up enmity between this country and England.

During February our exports to Germany and Austria declined 21½ million dollars as compared to the same month last year, but at the same time our exports to Scandinavia, Holland and Italy increased \$61,100,000. With the possible exception of Italy, who may have been laying up supplies against its participation in the war, this surplus found its way to Germany and Austria, so that those countries have not suffered in the least so far as America is concerned. Since the war began Scandinavia has bought enough food supplies to last those coun-

tries five years. So long as Germany gets the supplies it matters little to that country how they arrive. Therefore this text passes from economics to politics and is out of our province.

THE JUNE CROP REPORT

THE area planted to Spring wheat in the United States, as estimated by the Department of Agriculture on June 1, is 19,248,000 acres, against 17,533,000 acres in 1914. Conditions on June 1 was 94.9, indicating a yield of 14.1 bushels per acre, or an estimated total production of 274,000,000 bushels. The condition of Winter wheat was 85.8, indicating a yield of 16.9 bushels per acre, against 19 bushels last year, or a total estimate for 1915 of 696,000,000 bushels. A total Spring and Winter wheat production of 970,000,000 bushels. Of the other grains the Department reports 40,193,000 acres seeded to oats; condition 92.2; indicated yield 32.4 bushels per acre; estimated total production, 1,288,000,000 bushels. Area seeded to barley 7,393,000 acres; condition 94.6; indicated yield, 26.6 bushels per acre; estimated total yield, 197,000,000 bushels. Condition of rye, 92; indicated yield 16.8 bushels per acre. The total production in 1914 for these grains was: Wheat, 891,017,000 bushels; oats, 1,141,060,000 bushels; barley, 194,953,000 bushels; rye, 42,799,000 bushels.

THE CORN GRADES AGAIN

IN an interesting address before the Indiana Grain Dealers' Association, this month, L. W. Forbell, of New York, introduced many subjects connected with the foreign trade in grain which affect every dealer. The value of our grain is determined by the price of the surplus. This is an economic truism which is familiar to every dealer and needs no demonstration. The price for the export third of our crop sets the price for all of it, and no juggling of figures or methods can get away from this law permanently. The Indian Government is attempting it by control of export prices; the European Governments have done it by sequestering the entire grain supplies of their several countries, but in the end they will have to come back to the fundamental principle of the law of supply and demand.

In consideration of this fact Mr. Forbell pointed out that it was to the interest of all grain dealers to make possible the export of grain on the most economical basis, so as to insure the highest possible price for all our grain. To this end he urged that export grain should not be included in the terms of the proposed Moss Bill, which is expected to pass the next congress. His reason for this was, that for many years foreign buyers have been taking No. 2 corn from us, and now that the moisture content of No. 2 corn is lowered in the Government grade, it would be impossible to ship No. 2 corn during the height of the season. He stated that foreign importers and even foreign consumers would not understand our change of nomenclature and would think that they were getting an inferior article because it carried a lower grade number than formerly.

All of this is strangely reminiscent of the attempt to retain the "standard" grade. The same

arguments were used, the same disasters were predicted, but the grades have gone into effect in most markets without a murmur and "standard" is just a fading memory. Business men are naturally conservative where business habits are concerned, and dread change of any kind, but it is safe to assume that the foreign importers are possessed of as great intelligence as the average dealer in this country, and will as readily accept the proposed change in grades. This is the stuff that most bug-a-boos are made of.

SCALE TICKET STUB ORIGINAL EVIDENCE

AN interesting decision by the Supreme Court of North Dakota, concerning the value as evidence of a scale book stub, was rendered recently. The case was in appeal from the lower court, where the stubs of the scale book were admitted as evidence to show that the amount of wheat indicated on the scale issued to the farmer was a clerical error, being 400 bushels more than the stub showed. The specific objection to the scale book stubs was that they were mutilated, and that the scale tickets had been issued to the farmer and were the original, the stub being merely secondary evidence. The court held that the transaction being recorded in duplicate on the ticket and stub, each would be an original.

The same value is given to a carbon copy of a typewritten letter. This value has been sustained by the courts many times, and in many cases elevator operators have been shown that the greatest economy in running their business lies in using up-to-date methods in the office. The whole initial cost of typewriter, filing devices and proper record books, is often saved in a single transaction over which a dispute arises. Judge and jury place more faith in records which are shown to be systematic and efficient than in haphazard notations or memory tests.

A TRIBUTE

THE millers in mass convention at Toledo, Ohio, this month, unanimously adopted the following resolution:

Those who have had the pleasure of coming into contact with Dr. Duvel, in his efforts to further Federal standardization and supervision or inspection of grain, have mentioned especially:

1. Dr. Duvel's desire to formulate grades and rules that will be absolutely fair to all concerned, both buyer and seller.

2. His knowledge of trade customs.

3. That he has gathered together much more actual data than is generally supposed. In fact, it is believed that, if some of the opponents of the proposed legislation had realized how much actual data was on file in Dr. Duvel's office, they would surely have hesitated before taking positions which some of them have taken.

Dr. Duvel's very exceptional tact in his handling of the matter. He has helped very materially in bringing the many interests to the point of working toward the one end which we all desire.

I take pleasure in moving that the thanks of the Millers' Mass Convention be extended to Dr. J. W. T. Duvel in appreciation of his work in connection with grain standardization and inspection, and also in appreciation of his having come here to address us today.

I would make it a part of the motion that the secretary of the convention be instructed to acquaint the Honorable Secretary of Agriculture of our appreciation of Dr. Duvel's tact and intelligent co-operation.

The grain trade of the country will willingly endorse this resolution for they appreciate to

the fullest extent how difficult might have been the position of the trade if a man of a different character had been at the head of the Bureau of Grain Standardization.

THE HAY CONVENTION

THE program of the National Hay Convention, at Niagara Falls, July 6, is given on another page. It promises an interesting and entertaining meeting. But at this meeting an innovation is to be made which bids fair to do more for uniform grading than anything which has been attempted in the past. Every market has been invited to send samples of type grades of hay to the meeting. Most of the markets have already promised to do so, and the resulting exhibit will be one of the most interesting ever gathered together. By the inspection of these hay bales and the grades assigned to them every dealer can see how the grading varies in the different markets. It is hoped that the hay inspectors from every market will also be present, and they will have opportunity to continue the work, begun at Kansas City two months ago, of arriving at a common basis for grading each kind of hay. The National grades, adopted at the last meeting, are satisfactory to most markets; it remains only to adopt a uniform basis of grading to bring the trade into a position of concord and strength which it has never had in the past. The educational features of this exhibit and discussion will be so great that no practical hay handler can afford to miss it. Niagara Falls certainly should be the July Mecca for every hay dealer in the country.

NEW ORLEANS AND THE RIVER TRAFFIC

THE story of the development of water transportation in the Mississippi Valley, told on another page, is the introductory announcement of a movement which is bound to vitalize commerce and industry in our Central and Mid-Western states. For many years a few devoted men have labored incessantly to bring about a rejuvenation of the river traffic. The labor seemed hopeless and little was accomplished, although during all those years more traffic was carried on the river than is generally supposed. It will surprise many to learn that in the 10 years 1890 to 1900, from seven to 24 million bushels of grain were received each season at New Orleans from river barges.

The opening of the Panama Canal was heralded as the beginning of a new era in river traffic. The canal opened but the new era was postponed. Business men of the valley wondered at the delay, but finally became conscious of the reason. Transportation is not completed until the commodities are handled at the terminals. One by one the cities along the banks of the great stream have realized their shortcomings. From the head of navigation to the Gulf plans are under way to remedy the defect. St. Paul, Davenport, and St. Louis have taken preliminary steps to this end, but the first movement to take care of grain traffic specifically is at New Orleans. Here a public elevator of a million and a quarter bushels capacity is to be built. Land on the belt railway has been secured by the Dock Commission, near enough to the river so that by conveyor systems bulk grain

can be handled in and out. Enough money for the project is already in hand. Although the plans have not been completed, the general features of the Girard Point Elevator at Philadelphia will be followed. The initial capacity will be greater, however, and the marine legs and conveyors arranged so that the maximum capacity can be handled with a minimum shifting of berth for the vessels served.

The terminal problem at New Orleans presented great difficulties. Eight of the railroads serving the city, some of them the greatest of the grain roads to the city, were without elevators and had to depend on houses owned by other railroads for their accommodation. One of these lines had to pay 2¼ cents per bushel for elevation out of its six cents proportional from Shreveport. Something had to be done to relieve this unbearable condition, and the Dock Commissioners have found the way. It is reported that St. Louis is ready on short notice to receive and discharge bulk grain to barges, and as other points adopt facilities the grain traffic of the Mississippi Valley will equal the most optimistic dreams. Kansas City holds a natural strategic position, but of the lower towns the bulk of the new traffic will go to the one which proves most forehanded, Cairo and Memphis being the chief contenders. Both places are fully alive to the possibilities of the future and we look to see plans announced at an early date.

DOUBTFUL PRAISE

A CONTEMPORARY recently praised the co-operative elevators for the reason that they have been instrumental in reducing the margin as between price received by producer and that paid by consumer. This is doubtful praise, for it has by no means been proved that such reduction, if in truth there be any, has actually produced the result which a first glance might suggest. For many years the grain of the country has been handled on the closest margin of any farm produce. Whether this margin could be further reduced without increasing the risk beyond all proportions to the immediate advantage gained, is a question which has never been satisfactorily answered. In fact, there are many questions in connection with the co-operative movement which the grain trade could study to advantage. There can be no doubt but that co-operative elevators in many sections of the country have seriously hurt the business of independent operators. The co-operative theory is one which appeals to a great many who have populist or socialist leanings and it is quite certain that the popularity of the name has been exploited for private gain and that so-called co-operative elevators have been organized at points where there was no necessity for any interference with the business as already conducted. These and many other questions should be seriously studied by the trade, so that convincing argument might be offered where co-operative houses were being projected, and which could be shown would demoralize the legitimate business in grain from those stations, without ultimately benefiting the farmer. The scope of this inquiry would be so broad that it seems a fitting subject for the National Association to consider.

EDITORIAL MENTION

Owing to the excessive moisture the Kansas wheat crop will be moved by submarines.

It has been suggested that our next note of protest to Germany be in relation to the depredations of the Hessian fly.

Wheat condition in Missouri has picked up slightly since the last report of May 20, but the state will bear the brunt of fly damage.

The Panhandle of Texas, which used to be considered beyond the pale of hope, will harvest an enormous crop this year. The wheat crop is especially encouraging.

The French Government has requisitioned all wheat in that country on the basis of 55 shillings per quarter, or \$1.65 per bushel. At the same time American wheat is quoted at \$1.72½.

An international wheat show is being planned for Wichita, Kan., next October. The wheat show will materialize no doubt, but its international character may fall short of expectations.

On June 8 the Chicago Board of Trade voted to install a car inspection department, to ascertain the condition of cars in the yard before the grain is inspected and weighed. This service will more than pay the slight charge which will be assessed against each car.

The British steamer, *St. Helena*, recently cleared from Galveston with 250,000 bushels of wheat for the Belgian Relief Commission. The good work goes on, and the need becomes more pressing each day as the resources of the unhappy Belgians become exhausted.

It is reported that I. W. W. agitators are attempting to organize the harvest workers for a general strike as soon as the crops are ready to be cut. A demand of more than \$3 per day will be made, and a riot at Enid, Oklahoma, has already occurred. This would seem to be a poor season for strikers.

The railroad men of Texas are rejoicing to see the prevalence of diversification of crops in that state. Elevators and corn cribs are being built at a surprising rate to take care of the large acreage which has been put into wheat and corn this year, and the improvements in the port facilities at Galveston and New Orleans make it improbable that the South will return to the one crop upon which they have been dependent for so long.

Ocean tonnage, to move the export purchases of the new crop, has been worrying the exporters for some time. Encouragement is given by many of the transport companies, however, who say that ship building in English yards has progressed faster than the destruction of vessels by German submarines, and that when the time comes, many vessels which are now in the transport service for the Military Department of the Government, will be released and sent out to the world's granaries to carry supplies

to the English nation. It is confidently predicted that this Fall will witness none of the congestion at the ports which caused such inconvenience last year.

The Argentine corn surplus is now estimated at 136,000,000 bushels. Fortunately our consumption of corn keeps pace with our production, and Argentina is rapidly coming to be a feeding, instead of an exporting country.

A movement is on foot at Cincinnati to segregate the grain, hay and provision members of the Chamber of Commerce, so that the expenses arising from special telegraph and telephone service may be borne by the members who benefit by it. A great difference of opinion exists on the question and it may take some time to make an adjustment.

The agitators of the Equity Co-operative Exchange of St. Paul have often come perilously near to slander in their wild and general denunciations, but it would seem that S. H. Greely, who is reported to have said that there is collusion between Attorney General H. J. Linde and the Minneapolis Chamber of Commerce, and that the Chamber has forced members to make false affidavits, would strain even the patience of that long suffering body.

The "Fifty-car" Bill in the Illinois legislature has reached the compromise stage where the union interests are willing to make it 75 cars per train. This is being fought by the railroads as strongly as the original bill, as it is argued that all the arguments used in defence of the 50 car limit fall to the ground as worthless if 75 cars are admitted. The only limit should be, the convenience of shippers consonant with the greatest safety.

Criticism has been raised that the Belgium Relief Committee is selling the food supplies to that unhappy country instead of giving it away, as many suppose. This is true so far as it goes. Supplies are sold at cost or a trifle more to those who can pay for them; those who have no money are supplied free. But perhaps the greatest service that the Committee has done is in re-establishing the value of Belgian money, which, since the annexation by Germany, would have been absolutely worthless unless the Committee had made it possible for the Belgians to buy bread with it. The result is that Belgian money is good in every financial market in the world. A coin that can buy bread is good for its face value anywhere.

Secretary H. A. Plumb of the Milwaukee Chamber of Commerce recently related that many grain shippers to that market lost considerable money by disinfecting cars for the carrying of grain, when there was no need of it. The foot and mouth disease brought into force a great many new regulations in the transportation of hay and grain, which were expensive enough at best, without adding to the expense by hasty or careless reading of the rules. Cars which had been used for the transportation of live stock from infected regions had to be disinfected before they could be used for the transportation of grain or other produce, but

once disinfected they might be loaded and reloaded without further treatment. This is only one case out of many showing how little care many shippers take in getting the real meaning of announcements which come to them.

A RECORD ASSAILED

In the article "A Place for Everything" printed on another page, Mr. Cardwell makes his point of the necessity of proper equipment in the office, with a story in which a grain dealer attempted to evade a contract when prices had such a sensational upturn last fall. Whether or not the story recites a true incident or whether it is purely fictitious and used for the sake of its point, we do not know. But in any case it serves to draw attention to a record of honor and integrity in the grain trade of the country that is certainly the peer, if not the superior of the achievement of any business in the history of trade.

During all the days of uncertainty and upheaval following the outbreak of war in Europe, many grain firms faced disaster, some even succumbed to the stress of times, but almost nowhere was a contract unfulfilled, nowhere an obligation dishonored. The one or two exceptions, and there have been no more than that, only call more strongly to the attention the thousands of dealers who kept their honor unsullied at whatever sacrifice.

A STATEMENT DENIED AND PROVED

The Saskatchewan Farmers Co-operative Company, which operates many elevators in that Canadian province, is up in arms against one of the local newspapers which had the temerity to suggest that the co-operative elevator managers sometimes indulged in the practice of speculating in grain. Mr. Dunning, the general manager of the company took occasion to point out that at the first meeting of the directors of the organization a resolution was passed expressly forbidding speculation. It is not stated as to whether this resolution included hedging as well as the buying of puts and calls, which, for some unknown reason, is taboo in Winnipeg, but as the two forms of transaction are generally confused, as they are indulged in for the same purpose, the distinction makes little difference.

There has been so much talk in this country, as well as in Canada, about "gambling" in grain that many people have come to consider any sale or purchase of grain which does not include the actual transfer of the grain traded, as a pernicious practice. It was gratifying on this account to have the Department of Agriculture in a recent publication come out with the statement that hedging purchases of grain was the only safe way in which an elevator could be operated. In fact an elevator which does not protect itself in this way is indulging in dangerous and unnecessary speculation, which, on that account, approaches very close to actual gambling. Whether the hedge be made by a future sale or by a put purchase makes far less difference than to neglect one or other form of protection against fluctuation in price. The Saskatchewan Company would do well to peruse the Agricultural Department document mentioned.



MARTIN MULLALLY
St. Louis

NEWS OF THE TERMINAL MARKETS



JOS. ROSENBAUM
Chicago

WILL INCREASE ITS MEMBERSHIP

The members of the Board of Trade of Kansas City, Mo., voted recently to cancel the rule which limited the memberships to 200, and adopted a plan for issuing new memberships on the basis of \$10,000 for each certificate.

THE OATS SITUATION

Harris, Winthrop & Co., Chicago, say of oats June 12: "Crop advices are not satisfactory and country is selling less. Too much wet weather has made rank growth, which arouses fears of crop losses if wet weather continues. Oats heading out as far north as Chicago. Cash demand on shipping account has been good. There have been further inquiries for new oats for export."

NEW SECRETARY AT NASHVILLE

The directors of the Nashville Grain Exchange at a recent meeting appointed John C. Bennett, secretary of the Exchange in the place of W. R. Cornelius, who resigned. Mr. Bennett has been assistant secretary of the Exchange for a number of years and has been in the grain brokerage business at Nashville about 15 years under the firm name of Jno. C. Bennett & Co.

ELECTION AT INDIANAPOLIS

The following was the regular ticket to be voted on for officers of the Indianapolis Board of Trade at the annual election June 14. President, George H. Evans; vice-president, Dr. James H. Taylor; treasurer, Thomas Oddy. Members of the governing committee—Adolph J. Meyer, Frank D. Stalnaker, Benj. A. Richardson, Aquilla Q. Jones, Jos. C. Gardner, H. T. Hearsey, Jas. E. Pierce, Jos. M. Bradford, J. J. Appel, E. L. Donahue.

PRODUCE EXCHANGE HOLDS ELECTION

The following officers were chosen on the New York Produce Exchange to serve its members the coming year:

President, Jas. Ward Warner; vice-president, R. A. Claybrook; treasurer, Edward R. Carhart. The new Board of Managers includes the name of L. W. Forbell, and it was announced that former vice-president E. G. Broenniman declined re-election on account of the demands made upon his time as Belgium Relief Commissioner.

CORN SHOWS RESISTANCE

Conditions as regards corn are looked upon as being quite backward in some sections because of unfavorable weather. Country offerings are moderate, while the domestic demand is fair, with some export inquiry. Around the levels of recent days the market displays a strong undertone and great resistance to pressure making it probable that prices are likely for the present to show an advancing tendency.—From Ware & Leland, Chicago, Letter of June 12.

CHANGE IN INSPECTION AT KANSAS CITY

The Kansas Grain Inspection Department took charge, on June 1, of the inspection and weighing of grain in Kansas City, Kan., when the new Kansas inspection law became effective. From now forward the Kansas inspectors have jurisdiction over all grain switched on the Kansas side of the state line, while Missouri inspectors will have authority to do all the grading on their side. The private inspection bureau of the Kansas City Board of

Trade has been practically done away with, but the weight bureau of the Board will continue to check weights in elevators in Kansas City, Kan., the same as in Missouri.

DEATH CALLS ERNEST G. BROWN

Late in May the news spread on the Board of Trade of Chicago that Ernest G. Brown, secretary and treasurer of the Hooper Grain Company, large oats dealers of Chicago, has passed on. Mr. Brown had been ill for a very long time, so that his death was not unexpected. He had been connected with the grain trade of Chicago for very many years and previous to his affiliation with the Hooper Grain



THE LATE ERNEST G. BROWN

Company was manager for the old Weare Commission Company, one of the prominent grain firms of Chicago in the early nineties.

Mr. Brown was at one time a director of the Chicago Board of Trade and was a member of the Union League, Illinois Athletic and Beverly Country Clubs, and the Chicago Association of Commerce. At the time of his death he was 46 years of age and leaves a widow and three brothers. The interment was at Oakwoods Cemetery.

THEY'RE OFF

Frank A. Witt of Indianapolis, Ind., spent a few days in Cincinnati recently and went out to Latonia on Saturday afternoon, June 12, with his friend, Edward Terrill, of Early & Daniel Company, to see which was the best horse in the Latonia Derby. Well, we have all gone to the track at times and we have seen the horse on which we placed our money in the second race get in in time to win the third race on the card.

It was related that Sportsman Witt had very, very bad luck until the fourth race, when he and his friend met with a piece of luck. A mutual acquaintance introduced them in the paddock to a jockey having a mount in the fourth race, who assured them his horse was fit; that it could fall down, run backward, stop for gasoline and still catch the judge's eye first. His words were a

grenadier's march to our grain men's hearts and they placed a loud-speaking roll on the horse's chances. After the ponies were in, and the numbers hung up with the symbol of the blue and gold of this particular jockey omitted, friend Witt strolled out to the paddock as the jockey finally appeared, with the words, "Well, what detained you?"

CHANGES IN MEMBERSHIP

Chicago.—Willis Counselman, Thos. P. Ford, Edwin Eggs, Joseph A. Henebry, J. G. R. Graham, Solomon Sturgis, Jas. H. Hamilton and Jas. M. Kirby were admitted to membership in the Board of Trade. Transferred memberships are: Thos. J. Rice, Wm. G. Legner, Harvey L. Kaga, Edwin P. Tawney, Chas. J. Wolcott, Lewis G. Vincent, Frank J. Kasper and Thos. H. Seymour. Reported by Secretary J. C. F. Merrill.

Duluth.—W. J. Joyce was admitted into the Board of Trade and John T. Pugh withdrew his membership. Reported by Secretary Chas. F. MacDonald.

Indianapolis.—F. O. Branch, with Branch Grain & Seed Company, Martinsville, Ind., was elected to regular membership in the Board of Trade and W. C. Cook, grain dealer, Madison, Wis., to special membership. Reported by Secretary Wm. H. Howard.

Kansas City.—Wallace C. Bagley was admitted to membership on transfer from C. C. Andrews. Reported by Secretary E. D. Bigelow.

Milwaukee.—Membership to the Chamber of Commerce was granted Herbert L. Hadden of E. G. Hadden Company. Reported by Secretary H. A. Plumb.

Minneapolis.—New members of the Chamber of Commerce are: B. F. Schwartz of Chicago, Ill.; C. J. Martin and Charles Pruetz. Reported by Statistician H. W. Moore.

Montreal, Que.—Membership to the Board of Trade was extended to G. T. Browns. Reported by Secretary George Hadrill.

A WAGNER LETTER

E. W. Wagner & Co., Chicago, in letter of June 15, say:

"Roughly, western Europe has a reserve of 40,000,000 to 50,000,000 bushels more wheat in America, Argentina and Europe than in June, 1914. Wheat promises of the eight big European wheat countries can be summed up as 300,000,000 below an average. England is very busy moving the India surplus of 80,000,000 and is reasonably sure of a United States surplus of from 280,000,000 to 340,000,000. The spring wheat condition to June 15 is probably 90 per cent.

"For the July 1 to October 1 period on the basis of 5,000,000 weekly from Argentina and India, western Europe may not require in excess of 75,000,000 bushels from the United States July 1 to October 1, whereas last year she received 89,000,000. The former imports into Austria via Italy will be missed. Europe also counts on the reduction of the Dardanelles before December.

"War is hardly a bull factor. Reduced continental consumption by military control is a great world lesson. Canada's crop outcome controls the question of seriously cheap wheat. Should Canada raise 150,000,000 surplus, bread prices of the world will be low. We always count on some crop loss in our Northwest and Canada. In later June and July these thrills should bring bulges.

"Corn start is delayed by a month of rains and a liberal portion of the crop will be late. Argentina

corn surplus is now cut to 136,000,000 bushels. Corn and oats have been well liquidated, and as 10,000,000 to 15,000,000 bushels of oats have yet to be exported, the coarse grains promise an improved buying tone."

FRANK G. COE

This is to be a story of corn and its consumption. It will therefore savor of a patriotic story; a story of the opening of Western lands, of the wonderful transformation from desolation to habitation and of the marvelous riches mined every year from our fertile soils. Every day just now, on the stroke of 4 o'clock in the morning, armies of farmers, boys and men rise to do the chores before hastening to the fields to plow the tiny, peeping shoots which, in a very short time, will cover the Western earth with



FRANK G. COE

the golden mantle of its waving beauty, and of which former Governor John Oglesby spoke in such majestic language: "Aye the corn, the royal corn, in which is health and strength for all the nations." The statement does not require proof, however, that corn is raised to be sold into consumption, and the largest buyer of corn in the world is the Corn Products Refining Company of New York and Chicago.

Frank G. Coe, manager of the grain department of the Corn Products Refining Company, with offices in the Board of Trade Building, Chicago, buys corn for the Argo plant with a capacity of 44,000 bushels daily; the Pekin plant with a capacity of 30,000 bushels daily; the Granite City plant with a capacity of 13,500 bushels daily, and the factory at Davenport, Iowa, with a like capacity of 13,500 bushels daily. There is required to run all the plants of the company about 125,000 bushels daily, about 3,000,000 bushels per month, or 36,000,000 yearly. This does not seem to make much of an inroad on an average crop of 2,750,000,000 bushels of corn. When it is remembered, however, that of the entire crop of corn raised fully 80 per cent is consumed on the farms where grown, leaving 20 per cent for other consumption, or approximately 500,000,000 bushels, it will be noted that 36,000,000 bushels is a considerable amount of this total.

Mr. Coe was born on a farm near Sterling, Ill., in 1876, and in 1897, when at the age of 21 years, went to Chicago to take a position in the office of

the Glucose Sugar Refining Company, which was later succeeded by the Corn Products Refining Company. As part of his duties he traveled as buyer of corn through Illinois, Iowa and Kansas, and in 1902 was made assistant manager of the grain department under Jos. P. Griffin. In March, 1907, when Mr. Griffin engaged in the grain business on his own account, Mr. Coe was made manager of the department. He buys direct from the country, on the Chicago Board of Trade, Milwaukee Chamber of Commerce, St. Louis Merchants Exchange, Omaha Board of Trade and, in fact, wherever corn is offered for sale. Naturally, Mr. Coe is enthusiastic for larger and better crops of all grains, and it was very fitting that following the last annual meeting of the Council of Grain Exchanges he should be appointed chairman of the Crop Improvement Committee, one of the important offices in that representative organization.

Mr. Coe is well known in Western grain circles, has hosts of friends and needs no eulogy. You may, however, if you please, eliminate the item of luck as any factor in Mr. Coe's rise from farmer boy to manager of the grain department for the largest consumer of corn on earth. If we were asked the secret, knowing Mr. Coe as we do, we would make reply it lay in an intelligent application to business, old-fashioned ideals of honesty and a purposeful, conscientious effort.

TERMINAL NOTES

Page D. Ballard, formerly with Lester, Carter & Co. of Chicago, has gone with Thomson & McKinnon.

Logan & Bryan of Chicago have opened a branch office at Grand Rapids, Mich., in Room 306, Godfred Building.

Keusch & Schwartz Company, Inc., of New York and Chicago have opened a branch office in Kansas City, Mo.

MacKenzie & Day, grain and stock brokers of Chicago, Ill., have admitted J. George R. Graham into partnership.

Lew Hill, formerly with Jordan & Scholl of Indianapolis, Ind., has gone with the Mutual Grain Company of that city.

The Fox-Miller Grain Company of Kansas City, Mo., opened an office at Wichita, Kan., on June 1. It is located at 500 Sedgwick Block.

Albert E. Holstein of Mohr-Holstein Commission Company of Milwaukee, Wis., was married the latter part of May to Miss Mina Lindberg of the same city.

The Brunswick Grain Company of St. Joseph, Mo., has been incorporated with a capital stock of \$20,000 by A. J. Brunswig, O. W. Watkins and A. H. McDonald.

The Rosenbaum Grain Company of Fort Worth, Texas, has been incorporated with a capital stock of \$50,000. The incorporators are W. M. Short, P. A. Crane, J. Rosenbaum.

L. W. Gifford, formerly connected for a number of years with the Northern Grain Company of Chicago, Ill., has become associated with the Hooper Grain Company of Chicago.

The Paddock Hodge Company of Toledo, Ohio, one of the oldest and most favorably known firms on the Toledo Produce Exchange, recently increased its capital stock from \$25,000 to \$85,000.

Membership on the Chicago Board of Trade continues to advance in price. Recent sales have been made at \$2,900 to \$3,000. A very strong demand has existed for membership of late from outside cities.

C. E. Walters, G. S. Bridges and Geo. S. Blakeslee have been appointed delegates to represent the Chicago Board of Trade at the meeting of the National Hay Association to be held at Niagara Falls, July 6 to 8.

S. S. Tanner of Minier, Ill., former grain dealer, and ex-president of the Illinois Grain Dealers' Association, visited the two California expositions recently and while at Seattle saw a cargo unloaded of 150,000 bushels of corn from Japan. He stated it was similar but seemed a little inferior to Ar-

gentine corn and sold at 75 cents and 80 cents a bushel.

Keusch & Schwartz Company, Inc., of Chicago and New York, have opened an office in Duluth, with J. F. Finkleson in charge, and will shortly establish an office in Minneapolis, with Frank B. Beaupre as manager.

Jackson Brothers & Co., of Chicago, have established an office in the Produce Exchange at New York City. David Boyd, who has been associated with the New York grain trade for very many years, is manager.

A petition in bankruptcy was recently filed by the creditors of Robert J. Johnstone, grain dealer and member of the Chamber of Commerce of Minneapolis, Minn. Liabilities were given at \$136,130 and assets at approximately \$72,000.

Raymond Pynchon & Co., of Chicago and New York City, opened an office in the Merchants' Exchange Building in St. Louis, Mo., on June 1. The office will be under the management of W. C. Hilmer, until recently with Langenberg Bros. & Co.

H. Poehler & Co., of Minneapolis, Minn., a firm founded in 1855, and which has been established in Minneapolis since 1887, celebrated its sixtieth anniversary recently by a dinner to its employees and a number of guests at the Minneapolis Club.

The Florida Provision Company has been organized at Tallahassee, Fla., with a capital stock of \$25,000 to engage in a general commission business in provisions, grain, hay and farm products. The incorporators are J. G. Boyd, M. Hall, Jr., F. J. Gonzalez.

Frederick S. Heywood, manager of the Baltimore office of the Norris Grain Company of Chicago, has returned home from the Gulf ports. Mr. Heywood spent the past six months at the principal exporting points of the South, looking after the export shipments of the company.

Adolph Lichstern, a prominent member of the Chicago Board of Trade, has purchased a tract of 42 acres on the North Shore just south of Highland Park, Chicago, and will erect a handsome residence on the lake. It is reported the ground and home will represent an investment of some \$300,000.

The grain firm of Caughey-Swift Company of Detroit, Mich., was dissolved in May and succeeded by two firms known as Caughey-Jossmann & Co., and the Swift Grain Company. The first named company will handle the seed business and grain, and the Swift Grain Company will conduct a general grain business.

Beall & Sen is the style of a new grain firm which engaged in the grain business at Wichita, Kan., June 1. The principals of the new concern are E. G. and T. R. Beall, well known grain men of Texhoma, Okla., and Dallas, Texas, and J. R. Bolin, a leading grain man of Liberal, Kan. Offices will be in Room 317, Sedgwick Building.

An announcement of more than usual interest was made recently in the information that the Louis Muller Company of Baltimore, Md., after a long and honorable business career, went into liquidation June 1 and was succeeded by the Baltimore Grain Company. The new concern has a paid in capital stock of \$100,000. Officers are Ferdinand A. Meyer, president; Thomas C. Craft, Jr., vice-president; Edward T. Sheil, secretary-treasurer. The change was primarily made owing to the retirement of John M. Dennis, who was elected president of the Union Trust Company last April and who devotes his entire time to the affairs of that company.

The Russell Grain Company, one of the large grain and hay firms of Kansas City, Mo., has opened a branch office at St. Louis, Mo., in Room 317, Pierce Building. R. R. De Armond is in charge. The company's elevator and warehouse is located at Kansas City, and its object in starting the St. Louis branch was the fact that they could handle the long-rate stuff to advantage through the Western market, St. Louis also being a better distributing point for alfalfa hay and millproducts. Mr. De Armond will follow the same system that has built up the excellent business which the company has enjoyed for

many years at the Kansas City market. The Russell Grain Company was established in 1880. The present officers are: James W. Russell, president; E. B. Russell, secretary; Bert Sheldon, treasurer.

Frank C. Hollinger, manager for Logan & Bryan of Chicago, with offices on the first floor of the Board of Trade Building, celebrated his sixtieth birthday recently. He was the recipient of numerous gifts, flowers and congratulations on the occasion.

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at leading terminal markets in the United States, for the month of May, 1915:

BALTIMORE—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

Articles.	1915.	1914.	Shipments—	1915.	1914.
Wheat, bus.....	1,000,054	1,384,831	981,893	1,677,853	
Corn, bus.....	1,512,649	1,036,317	33,133		
Oats, bus.....	1,488,719	898,970	2,398,579	393,122	
Barley, bus.....	58,054	4,479			
Rye, bus.....	441,417	204,973	770,801	137,142	
Hay, tons.....	4,684	5,262	1,090	1,219	
Flour, bbls.....	121,403	137,551	51,106	84,472	

CHICAGO—Reported by J. C. F. Merrill, secretary of the Board of Trade:

Articles.	1915.	1914.	Shipments—	1915.	1914.
Wheat, bus.....	4,495,000	4,716,000	3,197,000	2,959,000	
Corn, bus.....	4,267,000	2,482,000	5,204,000	4,423,000	
Oats, bus.....	5,526,000	6,358,000	19,397,000	9,263,000	
Barley, bus.....	1,151,000	1,289,000	395,000	350,000	
Rye, bus.....	131,000	152,000	153,000	179,000	
Timothy sd., lbs.	1,101,000	828,000	1,727,000	888,000	
Clover seed, lbs.	55,000	210,000	188,000	544,000	
Oth. gr. seed, lbs.	1,328,000	888,000	1,161,000	937,000	
Flax seed, bus..	4,000	116,000	2,000	1,000	
Broom corn, lbs.	1,723,000	1,540,000	842,000	1,340,000	
Hay, tons.....	22,515	27,804	6,694	4,769	
Flour, bbls.....	668,000	627,000	645,000	480,000	

CINCINNATI—Reported by W. C. Culkins, secretary of the Chamber of Commerce:

Articles.	1915.	1914.	Shipments—	1915.	1914.
Wheat, bus.....	242,082	133,139	214,575	104,676	
Corn, bus.....	535,204	649,409	519,370	526,173	
Oats, bus.....	302,701	559,617	228,177	386,376	
Barley, bus.....	22,270	50,301	4,208	12,101	
Rye, bus.....	29,469	18,676	17,700	15,853	
Timothy sd., lbs.	13	643	583	1,630	
Clover seed, lbs.	564	999	1,617	2,731	
Oth. gr. seed, lbs.	12,668	7,370	11,550	5,082	
Flax seed, bus..	26	41	2	11	
Broom corn, lbs.	96,940	222	122,718		
Hay, tons.....	18,678	23,419	16,403	22,771	
Flour, bbls.....	87,055	80,921	82,472	63,316	

CLEVELAND—Reported by M. A. Havens, secretary of the Chamber of Commerce:

Articles.	1915.	1914.	Shipments—	1915.	1914.
Wheat, bus.....	31,071	57,669	137,526	136,518	
Corn, bus.....	396,706	86,677	139,818	77,495	
Oats, bus.....	157,063	235,429	310,449	88,777	
Barley, bus.....	1,224	4,907		263	
Rye & O. C., bus.	1,498	14,521		21,477	
Hay, tons.....	3,834	4,936	59	403	
Flour, bbls.....	50,772	62,654	5,263	13,492	

DETROIT—Reported by M. S. Donovan, secretary of the Board of Trade:

Articles.	1915.	1914.	Shipments—	1915.	1914.
Wheat, bus.....	116,000	157,000	152,000	81,000	
Corn, bus.....	190,000	146,000	193,000	97,000	
Oats, bus.....	193,000	272,000	31,000	108,000	
Barley, bus.....	1,000	1,000	1,400		
Rye, bus.....	16,000	12,000	4,000	11,000	
Flour, bbls.....	26,000	36,800	33,000	42,400	

DULUTH—Reported by Chas. F. McDonald, secretary of the Board of Trade:

Articles.	1915.	1914.	Shipments—	1915.	1914.
Wheat, bus.....	1,772,671	1,268,574	8,237,651	3,547,611	
Corn, bus.....	337,984	216,953	218,021	88,379	
Oats, bus.....	88,740	116,636	1,930,850	794,939	
Barley, bus.....	164,238	190,776	371,738	256,494	
Rye, bus.....	53,658	45,449	294,347	41,322	
Flax seed, bus..	230,480	128,269	472,525	414	
Flour, bbls.....	580,300	639,925	799,870	858,160	

INDIANAPOLIS—Reported by Wm. H. Howard, secretary of the Board of Trade:

Articles.	1915.	1914.	Shipments—	1915.	1914.
Wheat, bus.....	80,000	45,000	60,000	12,000	
Corn, bus.....	868,000	962,000	452,000	463,000	
Oats, bus.....	347,000	440,000	257,000	116,000	
Rye, bus.....			2,000		
Hay, cars.....	162	161	24,689	44,101	

KANSAS CITY—Reported by E. D. Bigelow, secretary of the Board of Trade:

Articles.	1915.	1914.	Shipments—	1915.	1914.
Wheat, bus.....	3,370,950	872,100	3,144,150	3,916,350	
Corn, bus.....	1,182,500	775,000	1,346,250	1,623,750	
Oats, bus.....	443,700	486,200	525,000	1,125,000	
Barley, bus.....	88,200	11,200	96,600	2,800	
Rye, bus.....	15,400	12,100	19,800	1,100	
Kafir corn	251,900	16,500	341,000	19,000	
Flax seed, bus..	5,000	3,000	7,000		
Hay, tons.....	22,188	14,124	3,936	4,056	
Flour, bbls.....	12,000	7,500	173,000	90,750	

MILWAUKEE—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Articles.	1915.	1914.	Shipments—	1915.	1914.
Wheat, bus.....	458,750	412,825	224,322	231,211	
Corn, bus.....	787,400	433,500	585,199	116,200	
Oats, bus.....	1,342,700	1,145,700	1,928,003	833,236	
Barley, bus.....	582,200	950,820	268,386	194,360	
Rye, bus.....	54,280	93,070	60,180	84,725	
Timothy sd., lbs.	212,640	90,000	116,110	30,000	
Clover seed, lbs.	97,093	9,440		60,606	
Flax seed, bus..	1,654	27,830			
Hay, tons.....	3,878	3,476	1,030	1,022	
Flour, bbls.....	278,190	265,600	364,698	440,517	

MINNEAPOLIS—Reported by H. W. Moore, statistician of the Chamber of Commerce:

Articles.	1915.	1914.	Shipments—	1915.	1914.
Wheat, bus.....	5,882,930	3,538,510	2,222,510	2,116,270	
Corn, bus.....	612,270	373,290	1,546,490	236,630	
Oats, bus.....	654,450	936,470	1,514,470	1,731,440	
Barley, bus.....	912,860	813,520	977,350	1,704,390	
Rye, bus.....	97,600	259,340	71,750	348,700	
Flax seed, bus..	76,800	138,800	21,240	31,190	
Hay, tons.....	3,691	2,110	302	130	
Flour, bbls.....	27,771	38,502	1,328,401	1,413,939	

NEW ORLEANS—Reported by W. L. Richeson, chief grain inspector of the Board of Trade:

Articles.	1915.	1914.	Shipments—	1915.	1914.
Wheat, bus.....			1,610,524	1,077,685	
Corn, bus.....			253,550	137,515	
Oats, bus.....			99,850	9,126	

NEW YORK CITY—Reported by H. Heinzer, statistician of the Produce Exchange:

Articles.	1915.	1914.	Shipments—	1915.	1914.
Wheat, bus.....	6,745,440		6,418,014		
Corn, bus.....	1,590,400		1,417,415		
Oats, bus.....	2,592,300		1,298,944		
Barley, bus.....	78,150		190,671		
Rye, bus.....	15,000		177,525		
Timothy and clover seed, bags	3,467		410		
Flax seed, bus..	1,447,193				
Hay, tons.....	25,561*		39,807†		
Flour, bbls.....	1,277,021		766,957		

*Tons. †Bales.

PHILADELPHIA—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

Articles.	1915.	1914.	Shipments—	1915.	1914.
Wheat, bus.....	2,679,387	975,525	1,883,889	1,026,920	
Corn, bus.....	454,220	117,061	379,955	347,713	
Oats, bus.....	1,489,373	848,422	961,551	1,475,703	
Barley, bus.....	1,000	2,901			
Rye, bus.....		48,000		66,797	
Clover seed, bags		270			
Hay, tons.....	6,149	8,514			
Flour, bbls.....	172,656	218,456	78,533		

OMAHA—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange:

Articles.	1915.	1914.	Shipments—	1915.	1914.
Wheat, bus.....	1,051,800	810,000	918,000	1,086,000	
Corn, bus.....	1,424,400	3,181,200	2,292,400	2,740,100	
Oats, bus.....	578,000	1,089,700	847,500	1,219,500	
Barley, bus.....	39,200	12,600	6,000		
Rye, bus.....	20,900	6,600	32,000	13,000	
Flour, bbls.....	3,117,300	5,100,100	4,095,900	5,058,600	

ST. LOUIS, MO.—Reported by Eugene Smith, secretary of the Merchants' Exchange:

Articles.	1915.	1914.	Shipments—	1915.	1914.
Wheat, bus.....	1,330,689	1,135,929	1,484,010	1,243,470	
Corn, bus.....	1,338,840	1,501,825	1,068,830	905,870	
Oats, bus.....	1,132,200	1,870,000	1,545,080	1,598,270	
Barley, bus.....	70,200	86,400	24,710	53,180	
Rye, bus.....	10,100	6,600	1,000	12,050	
Hay, tons.....	17,230	15,565	8,850	8,450	
Flour, bbls.....	284,620	230,720	315,900	282,950	

SAN FRANCISCO—Reported by W. B. Downes, statistician of the Chamber of Commerce:

Articles.	1915.	1914.	Shipments—	1915.	1914.
Wheat, ctls.....	232,806		60,663		
Corn, ctls.....	18,450		44,818		
Oats, ctls.....	52,227		22,754		
Barley, ctls.....	243,036		138,744		
Rye, ctls.....	1,215				
Hay, tons.....	12,336		11,200		
Flour, bbls.....	115,127		68,222		

TOLEDO—Reported by A. Gassaway, secretary of the Produce Exchange:

Articles.	1915.	1914.	Shipments—	1915.	1914.
Wheat, bus.....	150,000	812,000	202,300	431,700	
Corn, bus.....	400,800	150,400	262,800	115,100	
Oats, bus.....	1,232,800	110,400	1,577,400	111,600	
Barley, bus.....		3,000			
Rye, bus.....	5,000	2,000	8,000	1,500	
Timothy seed, bags	135	602	904	3,111	
Clover seed, bags	1,265	1,116			
Alsike, bags.....	46	70	142	62	

TRADE NOTES

The Empire Construction Company, Great Falls, Mont., has just been organized. The company will build elevators and handle all kinds of mill and elevator machinery in Montana.

Sutton, Steele & Steele Company of Denver, Colo., recently gave a demonstration before the Department of Plant Industry, Washington, D. C., of one of their new seed and grain cleaning machines.

The De Mayo Operating Company, Inc., has been incorporated at New York City with a capital stock of \$400,000 to manufacture conveying machinery for grain, coal, sand, etc. The incorporators are H. C. Kennedy, C. Sprig, H. L. Stimpson, J. T. Abell, G. E. Larned.

J. W. Berger of the Duff Grain Company of Nebraska City, Neb., has been granted a patent on a new steel grain door, with which Burlington Railroad officials are experimenting with the view to its adoption. It is made of steel sections, and operates on ball bearings.

The Barnett & Record Company of Minneapolis, Minn., has been awarded the contract to build a 275,000-bushel grain elevator for the Washburn-Crosby Company of Minneapolis, Minn. It will consist of 13 concrete tanks, each 109 feet high, and two stories will be added to the machine shop adjoining, in which new grain cleaning machinery will be installed.

The Burrell Engineering & Construction Company of Chicago, Ill., has received 45 contracts for new grain elevators thus far this year. Of these contracts, 14 were for concrete elevators, two were repair jobs and 29 were wooden houses. This number of contracts would indicate that there is a good demand for mill and elevator storage and also that Burrell builds a modern, superior type of elevator.

The Nordyke & Marmon Company of Indianapolis, Ind., announces the receipt of a contract to build a 150-barrel roller flour mill for the Kansai Flour Mill at Kobe, Japan. The order was received through the F. W. Horne Company, Tokyo, Japan, representatives of the Nordyke & Marmon Company. "This order comes as a pleasant surprise, although it has been pending for some time," writes the Nordyke & Marmon Company. "It has been held up owing to the unsettled condition due to the Euro-

pean war, and on account of the threatened breach with China. The peaceful settlement of the latter trouble has, no doubt, influenced the placing of the order at the present time."

At the recent annual meeting of the directors of Fairbanks, Morse & Co. of Chicago, Ill., C. H. Morse, Jr., was elected president to succeed C. H. Morse, Sr., who has been at the head of the company for the past twenty-four years. Mr. Morse, Jr., has been for a number of years president of the Fairbanks-Morse Manufacturing Company of Beloit, Wis., and will continue to hold that office.

Two events of extreme importance happened on June 9. On that date Secretary of State William Jennings Bryan resigned, and A. S. Garman of Akron, Ohio, started on the twenty-eighth consecutive year of service with the Huntley Manufacturing Company of Silver Creek, N. Y. Mr. Garman during this time has represented the company in Ohio and Indiana and knows the owners and personal history of every grain elevator and mill, besides having a speaking acquaintance with every man, woman and child in that territory.

knows that it will reach him cool and sweet, hence no loss of sleep or corroding care. Numerous testimonials are given from users of Hess Driers and a list is given of those who have purchased and are using these machines. Both booklets are valuable additions to grain drying literature.

E. H. Farrell is now treasurer and manager of the Philip Smith Manufacturing Company of Sidney, Ohio. Mr. Farrell came to the Sidney firm from St. Louis, Mo., where he was identified with the scale business in that city and the Southwest for the past nine years in connection with Fairbanks, Morse Company. He brings to the company practical experience in manufacturing and selling, and it will be their aim to give the country grain dealer and the miller just a little better machinery all the time, as well as adding to their line when practicable with the idea of making it more complete and more serviceable to the trade.

"Goodrich" grain belts are not the only product of the E. F. Goodrich Company of Akron, Ohio, about which the consumer pronounces the words "par excellence." A very important part was played by Silvertown Tires in the 500-mile speeding race at Indianapolis, Ind., May 21, in which the ten cars which finished first were equipped with these tires. A leading race driver stated after the big contest

A GRAIN CLEANER THAT HAS MANY FRIENDS

When the Department of Agriculture establishes grades for all grain as it has for corn, a serviceable grain cleaner or fanning mill will become an absolute necessity to keep out of trouble, where it is now merely a money making adjunct to the elevator. We have yet to find the shipper who likes to be docked and yet there are many elevators that have neglected the simple protection that the fanning mill affords.

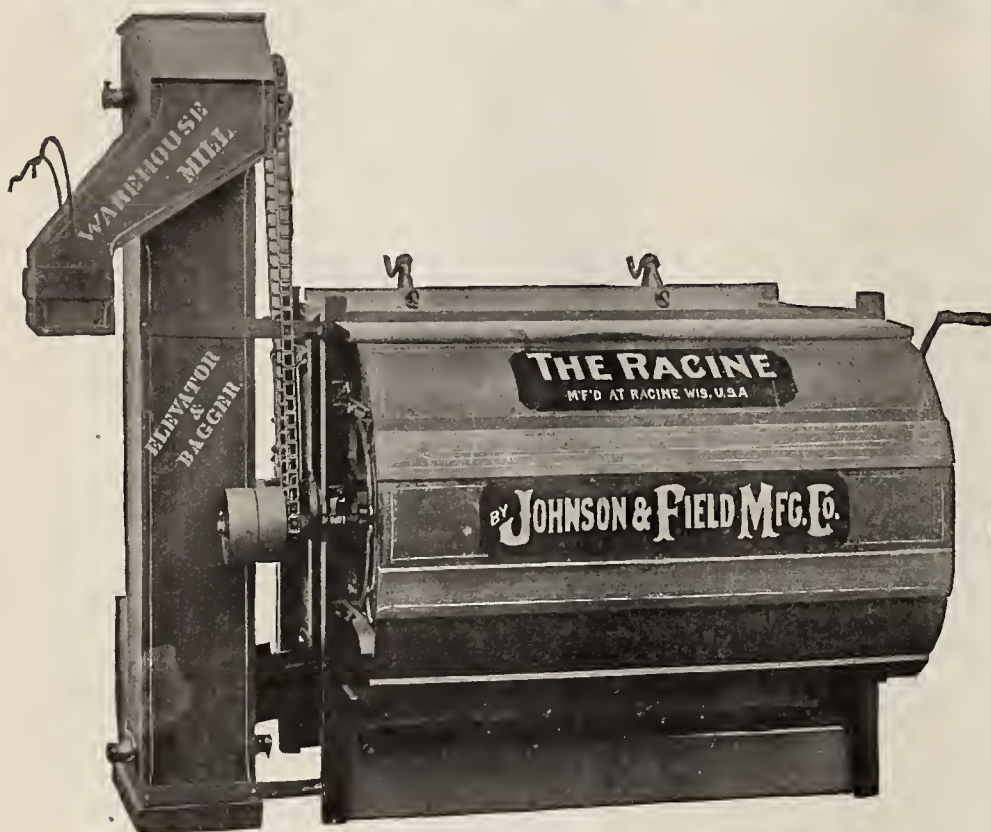
For 35 years the reliable "Racine" Improved Warehouse Fanning Mills have been made by the Johnson T. Field Manufacturing Company, of Racine, Wis. The first machine made was designed to be just as efficient and strong as it could be made. From time to time improvements have been made in the design, but the original purpose has been kept constantly in mind, with the result that every buyer is a booster.

The machine is shown in the accompanying cuts and an idea of the durability of the mill can be gained. The woodwork is selected hardwood lumber, and every iron part is extra heavy, the wearing parts being thoroughly chilled. It is supplied with eccentrics and shake-rods on both sides, making

of course are going to make less. The high price of wheat and its easy sale to our home mills, will bring in a tidy sum early this Summer to our wheat growers.

Our large native red rust-proof oats, which we call Appler, have been hurt by the drought; but these, too, are coming out splendidly since the rain. This type of oats has a larger grain than the Texas red and contains less beard to the grain. The Fulghum oat, however, largely predominates in this country and will ultimately supersede all other oats. It is beardless, and a large grain oat, rust-proof, is ten days earlier than Appler oats, and in some years it is off the ground here by May 10, which gives ample time for Summer sowings of other crops.

Tried out in Virginia and Missouri, this oat has turned out 70 bushels to the acre and has withstood a thermometer of 15 to 18 degrees below zero. A year ago, in a long Spring drought, Fulghum oats made a full and heavy crop while other oats failed. Fulghum oats this year in spite of our Spring drought made a full crop. There were 10 acres sown down to Fulghums this Fall where one was put down the Fall before. Probably the total acreage last Fall was two to three times that of the usual oats of all types as put down. The result is



THE RACINE IMPROVED WAREHOUSE FANNING MILL



REAR VIEW OF MILL, SHOWING SIEVES

that 50 per cent of the credit for the fast time and general all round efficiency was due to Silvertown Tires, 25 per cent to the condition of the track and 25 per cent to increased motor efficiency. The tires are manufactured by the B. F. Goodrich Company.

The Munson Mill Machinery Company, Inc., has opened business at 29 Broadway, Utica, N. Y., succeeding to the business and the plant of the Munson Brothers Company, which recently closed operation. The newly organized company has purchased the mill machinery portion of the old concern with the good will, patterns and machinery. The directors of the new company are: George A. Niles, William B. Foster, George A. Bowman, George W. Lasher and Arba L. Williams. The officers are: President, George A. Bowman; vice-president, Arba L. Williams; treasurer and manager, George W. Lasher, and secretary, George A. Niles. Connected with the company as stockholders and directors are many who were with the firm of Munson Brothers Company for a number of years. These include Fred McCoy, foreman of the pattern department for the past thirteen years; A. L. Williams, outside salesman for past ten years; G. W. Lasher, assistant treasurer with Munson Brothers Company for past twenty-four years, and Patrick Duggan, foreman of machine department. The new concern will continue along the same lines as the old firm; that is, will manufacture the celebrated Munson Grain Grinding Mills, grain and coal elevating machinery.

double protection, as either side will run the mill. The hopper is equipped with adjustable screws to regulate the feed, while the elevator and bagger attachment eliminates the services of one man. Each mill is furnished with a wheat hurdle with top sieve of zinc, spout attached, two wheat screens (one square and one long mesh), one barley sieve, one oat and corn sieve and a screen board.

The Gilbert Grain Company of Gilbert Station, Iowa, recently installed one of these machines and after cleaning 15,000 bushels of corn, writes enthusiastically of the perfect work done by the machine and the great saving already effected. Many other concerns testify that the machine pays for itself many times in the course of a year.

GRAIN CONDITIONS IN GEORGIA AND SOUTH CAROLINA

BY N. L. WILLET.

The growing season of grain is so near its end that we can now get some idea as to its out-turn. We had until May 10, a four weeks' drought that badly hurt certain grain crops; but these are coming out wonderfully since the rains. For the first time in the history possibly, I believe that within a hundred mile radius of Augusta, there are about ten thousand acres in wheat that have been put down; and on rich lands many growers will make 23 to 24 bushels per acre. The poor sandy lands

that the South will harvest an immense oat crop; and it is predicted in the South Atlantic States that native oats will be sold for less here than Texas oats can be laid down for.

A new product in the grains in tremendous use here now and hardly known three years ago, is Abruzzi rye. This rye grows to about 6½ feet high. It stools heavily; the grains are much larger than other rye, and it grows off quickly—much more quickly than other rye in the Fall. For a humus crop or a cover crop it is exceedingly fine and superior. It is cut more quickly in the Spring and turns out about 50 per cent more grain than our native rye. We can make in grain from 22 to 35 bushels per acre.

Thousands and thousands of bushels of this rye will be on the market this year. Except in north Georgia in the mountainous section and in the valleys therein, it has not been profitable for us to grow rye. If we made 10 or 12 bushels per acre we were doing well. The South now has in Fulghum oats and in Abruzzi rye two grain propositions that put us on equality as regards to oats and rye with any other part of the country; and our wheat venture this year proves to us, too, that we can grow wheat successfully and profitably.

IT is reported that a South Dakota man has outdone Burbank by crossing clover with alfalfa. Possibly this will be called clofalfa.

NEWS LETTERS

CINCINNATI

K. C. CRAIN - - CORRESPONDENT

THE building containing the offices and one of the warehouses of the Cincinnati Grain Company, at Water and Walnut Streets, was gutted on the night of June 7 by fire, with a total loss to building, machinery and stock, which is estimated at about \$100,000. The fire broke out at about 9:30 in the evening, and a "ten-blow" third alarm resulted shortly after, when the seriousness of the blaze was seen by the fire department, the high wind which prevailed at the time threatening not only the total destruction of the grain company's building, but other structures in the neighborhood as well.

The fire was not long in burning through the top of the building, which is four stories in height, and the flames had free sweep, with large quantities of hay, grain and feed to furnish fuel. Five carloads of hay had been unloaded only the day before, and the warehouse was well filled. The blaze was one of the most spectacular, as well as one of the most costly, which has occurred in Cincinnati for some time, and there was present at all times a considerable element of danger, coming from electric wires as well as from the building itself.

President A. L. Heile is authority for the loss estimate given, which is approximately \$50,000 on the building itself and an equal amount on stock and machinery. Crossed wires are supposed to have started the fire. The company suffered a similar loss about 11 years ago, rebuilding on the same site. Mr. Heile states that this loss, which is amply covered by insurance, will cause no interruption to business, as the company has four other warehouses around the city.

An incident which sheds an attractive light on the way President Heile looks at things, was the fact that his chief anxiety, when he heard of the fire, was about a dray-horse belonging to the company, which was stabled in the building. He rushed to the scene in his machine, and his first inquiry was about the horse, which was saved. Unfortunately, however, three fox terriers, owned by Frank Heile, Jr., son of the president, were suffocated. The company will probably rebuild the plant as soon as possible.

* * *

The chief topic discussed at the monthly dinner and meeting of the grain and hay men of the Cincinnati Chamber of Commerce, held on Tuesday evening, June 8, was the suggestion which has been made that they be assessed to pay the Chamber's telegraphic tolls. At a recent meeting of the directors of the Chamber it was developed that telegraph charges last year, covering ticker operations from the principal markets, were about \$8,000, and one of the directors declared that this should be paid, in his opinion, by the grain and provision men, as those chiefly benefited by the service. President Powell accordingly laid before the grain men a suggestion to that effect, contemplating an adjustment of the telegraph charges on an equitable basis between the grain and provision men. The matter was discussed with some heat at the meeting on the evening of June 8, a majority appearing to feel that it would be unfair to saddle them with these charges, inasmuch as the ticker service is consulted

by all members of the Chamber, and is desired by all of them. It was therefore decided not to take any official action on the matter until the next meeting, President Lee Early stating that it will be fully threshed out in the meantime by the grain men and the authorities of the Chamber of Commerce.

* * *

That all is not beer and skittles following a bull grain market is indicated by the experience of several Cincinnati firms and individuals to whom the wheat market looked good for \$2.00 or even more. It is reported on 'Change that one local grain firm, which realized \$65,000 or more in profits during the early part of the market's rise, not only lost this healthy sum in following the market recently, but a little more. The deals involved were for cash, as marginal trading is a thing of the past on the local market, so far as the Cincinnati Grain and Hay Exchange is concerned. Many small speculators also lost heavily on the drop in prices, it is reported; but the trade as a whole, it may be safely said, is rather pleased than otherwise that figures have got down to a more reasonable basis.

* * *

The Agricultural Committee of the Chamber of Commerce, in order to stimulate interest in corn-growing, corn being the largest crop grown in this vicinity, has decided to continue its annual corn-growing contest for the farmers of Hamilton County. Each contestant must grow five acres or more of corn in one continuous piece in one field in the county, and all applications for enrollment in the contest must be received by August 1. The winner in each of the twelve townships will be sent to Farmers' Week in Columbus next year, with all expenses paid.

* * *

The necessity of testing seed-corn thoroughly before planting was urged recently by D. R. Van Atta, Hamilton County agricultural agent, in a letter addressed to the farmers of this vicinity. He declared that not less than \$28,000 was lost last year by failure to plant first-class seed. "Last year," he stated, "there were 18,250 acres of corn planted in Hamilton County, and the average yield was 35 bushels. The Government statistics show that an average of six per cent of all of the corn planted fails to grow. This would mean a loss of 40,770 bushels of corn to Hamilton County every year." He gave a simple and efficient means of testing seed, and strongly recommended that it be followed.

* * *

Deputy Grain Inspector Jack O'Hara, of the Chamber of Commerce force, recently prevented what might have been a bad fire in the vicinity of the Hunt Street playgrounds. He was inspecting several cars of grain along the railroad there, among them a carload of corn belonging to Allen & Munson, and valued at about \$1,000, when he noticed a curl of smoke in the car. On investigation he found that it came from a heavy barrel under the car, which was burning merrily. It had fallen from a brush heap and rolled down under the car. If left undisturbed there is no doubt but what several cars of grain would have been lost, but Mr. O'Hara promptly put out the fire.

* * *

The coming, with some fine, bright weather, of the regiment of thoroughbreds which furnish sport at the Summer meeting at the Latonia racecourse, brought joy to the hearts of several members of the grain and hay trade in this vicinity, as the turf-

men are liberal customers, and call for large quantities of feed and straw during their month's stay, twice a year. Prospects for a prosperous and enjoyable meeting, with nearly a thousand horses to furnish racing material, were never brighter than when the meeting opened on June 8, and the grain men rejoiced with their friends, the horsemen, over this auspicious opening.

* * *

The Spence-Furrow Grain Elevator at Fletcher, Ohio, formerly owned and operated by O. F. Furrow, has been sold by Mr. Furrow to a company organized by seventy-nine representative farmers in that vicinity, who took stock in the enterprise and organized the company when it appeared that there was enough interest to warrant it. The new company will be known as the Fletcher Grain & Supply Company, and the capital stock has been fixed at \$40,000. The plant is one of the largest and most modern in its equipment between Columbus and Indianapolis, and the new company has every warranty of success, especially in view of the interest of its owners. Mr. Furrow sold out on account of poor health necessitating his retirement.

* * *

The Willshire Grain Company has been organized at Rockford, Ohio, with a capital stock of \$20,000, and will handle a general grain business at that place. Among those interested are C. S. Behymer, A. D. Behymer, L. S. Brandon, O. M. Behymer and F. M. Behymer.

ST. LOUIS

R. O. JOHNSON - - CORRESPONDENT

THE violent decline in wheat futures has overshadowed everything else in the St. Louis market. The trade generally was bearish before the severe break following the closing of the May option developed, and for once when sentiment was all one way the market failed to take the opposite course and many well-known traders on the Merchants' Exchange are said to have cleaned up handsome profits. T. E. Price of the T. E. Price Commission Company was a successful bear, and is credited with having profited to an amount running in six figures. Peyton T. Carr, president of the Kehler Flour Mills Company; John T. Milliken, T. W. Carter, D. J. Canty also realized handsomely, while the pit traders to a man have rolled up a little "velvet." The profits were the more welcome in that despite the fact that the war market in May wheat was one of the most sensational ever seen on the Exchange, few traders, either professional or outside, reaped a dollar on the long early advance and closing wide decline which marked the culmination of that option.

Generally speaking, the trade is glad to see lower priced wheat, as the recent abnormally high prices interfered with speculation, by requiring excessive margins, and the fear of sudden peace developments in Europe made traders fear to operate extensively on the buying side. When the market has regained its equilibrium, and prices have discounted the present outlook for a 950,000,000 bushel crop, the old law of supply and demand will prevail, and speculation should be on a much more satisfactory basis than it has for almost a year past.

The big crop prospect indicated by the June Gov-

ernment report has had a salutary effect on business sentiment in St. Louis territory, and the general opinion is that unless the country is drawn into the European conflict a period of unusual prosperity is at hand. Statements issued by the leading St. Louis banks recently have been highly optimistic in tone, and indicate that the present business outlook is unusually bright, and especially so in the crop sections.

* * *

May wheat closed on the St. Louis Merchants' Exchange at \$1.41. The high price of the delivery was \$1.62½ on February 5. Before the war started last July wheat was selling at 85 cents. The range of the option was the widest seen on the Merchants' Exchange since the Civil War.

* * *

William T. Brooking of the W. L. Green Commission Company returned recently from abroad, where he went as a special representative of his firm to dispose of the cargo of the steamer *Wilhelmina*, which was seized by Great Britain while on its way to Germany, when England declared her embargo on foodstuffs to the German Empire. Mr. Brooking said that the price to be paid by the prize court of Great Britain had practically been agreed upon, and that his firm would realize a good profit on the cargo, notwithstanding the delay in its sale. Mr. Brooking declared that conditions in Germany appeared perfectly normal in the big cities and that as far as he could see there was little indication of a shortage of food anywhere.

* * *

The well-known commission firm of Keusch & Schwartz Company, Inc., has opened offices in St. Louis under the management of Wilber B. Christian, formerly with the W. L. Green Commission Company. The firm, which has offices in Chicago, Buffalo, Philadelphia and New York, is also active in the export business.

* * *

F. O. Cowgill of the Trans-Mississippi Grain Company, Omaha, was on the Merchants' Exchange recently. Mr. Cowgill says the crop outlook in the Southwest was never better, and predicts unusual prosperity in the grain sections after the harvest.

* * *

The annual outing of the St. Louis Grain Club was held recently at the Algonquin Country Club. Rain interfered somewhat with the sports, but the attendance was good, thanks to Secretary Wilber Christian, who had automobiles for all members and guests.

* * *

Wheat in St. Louis County is in almost perfect condition, according to Arthur C. Petri, Bert Lang and other commission men who live outside the city. The recent heavy rains did no damage in this section and have kept down the bug damage. Corn and oats also are making excellent progress, they say.

* * *

H. Dittmer, manager of the Canadian Mill and Elevator Company, El Reno, Okla., stopped in St. Louis recently on his way back from the West Indies. Mr. Dittmer said business conditions were in fairly good shape in the islands.

* * *

The Missouri crop report for June 1 condition showed the wheat condition, for the state, is 69.8. However, there is a loss of slightly more than 20 points for the month of May. The slight increase in condition since the rains will just about be offset by flood loss and decreased acreage from other causes. Condition of wheat one year ago was 82.6; ten-year June average, 80.7. On June 1, 1910, the condition of wheat was practically the same as at present and the average state yield was 13.2 bushels. For the state as a whole wheat will ripen from one to two weeks later than last year.

Correspondents report nine-tenths—90.6 per cent—of the Missouri corn crop planted. This is 4 per cent in advance of the 10-year average. But for the heavy rains of the latter part of May planting would have been completed. The stand is excellent, except in overflowed or badly washed fields. Soil condition is 88. Condition of growing plant is 85.4

for the state, as compared with 80.9 as the ten-year June 1 average. Indications are that the corn acreage will be from 1 to 2 per cent larger than last year, when it was 7,421,600 acres.

Oats are making satisfactory growth since the rains. Present condition is 85 for the state, as compared with 63 one year ago and with 75 as the ten-year June 1 average.

KANSAS CITY

B. S. BROWN - CORRESPONDENT

KANSAS CITY received 2,497 cars of wheat in May, against only 646 cars in May, 1914. Corn receipts for the month were 946 cars, while 1,404 cars had been received in May last year. Oats receipts were 261 cars, against 286 in May, 1914. There were lighter arrivals in all grains than in April this year.

The Kansas City hay market is forging ahead so rapidly that the decrease in receipts because of the floods and rains late in May made no appreciable

Trade for 16 years, has sold his membership. His duties on the county board require a great deal of his time, and he is taking a close interest in them. Judge Woodson has faithfully served the community for a good many years, both in official capacity and as a citizen watchful of the public interest, and his devotion to the county work is the subject of congratulation to his many friends.

* * *

The Glover Building, across Eighth Street from the Board of Trade, is nearing completion, and will be occupied this Summer by many Board of Trade firms, and by institutions associated with the grain business. The upper stories will have a common floor level; but the visitor to the completed structure is likely to be puzzled by the varying floor levels of the street offices and stores. The building has to take up a considerable grade on Eighth Street; and nearly every room on the ground floor has a different level. The problem was further complicated for the architect by the fact that Wyandotte Street, on the east, while almost level, is much below Central, on which the building faces west; and Central street has a pronounced grade of its own. The floors are entirely of concrete, reinforced with steel. Entrance corridors and interior halls are inclined to reach various ground



PRESENT APPEARANCE OF THE GLOVER BUILDING, KANSAS CITY, MO.
When Completed It Will House Many Grain Firms.

impression on the net gains for the year. The market is now more than 6,000 cars ahead of the same time last year; and prices, especially on alfalfa, have held up strong. The rains seriously hampered alfalfa cutting, and there was insistent demand to get supplies after the storm period.

* * *

Dan Bondurant, grain dealer of Ness City, Kan., on the Kansas City Board of Trade recently, reported that much wheat had failed to germinate, and that many fields would be sown again this Fall, the fields having been plowed after the crop of weeds had been cut.

* * *

Excitement, aside from that caused by war bulletins, crop-killing reports and flood damage, is not unknown on the Kansas City market. May 25 the prices of grain were not affected, but the members were supplied with a subject of conversation in the fire that singed the office of Secretary Bigelow about midnight the previous night. An awning is supposed to have caught fire from a lighted cigar, the flames entering the room and doing about \$50 damage.

* * *

Judge Stephen C. Woodson of the Woodson Grain Company, a member of the County Court of Jackson County, who has been a member of the Board of

floor rooms of different levels, and there are some steps within the building from one level to another.

* * *

Frank D. Bruce of the Bruce Bros. Grain Company, Wichita, Kan., is opening an office in the Board of Trade Building, having bought the membership of Judge Stephen C. Woodson. The price paid was \$5,250, including the transfer fee of \$500.

* * *

C. L. Green, inspector in charge of the Federal Department of Labor's bureau for harvest hands at Kansas City, is having his troubles with the exploiters of harvest labor. He is making it clear that the bureau service is free, but that no railroad fares are paid, and no work is guaranteed before harvest. The Kansas demand will be for around 40,000 men, but they will not be wanted much before June 20.

* * *

Chas. D. Carlisle represented the Carlisle Commission Company and the hay men on the Commercial Club trade-trip through Kansas, Oklahoma and Missouri last month. The Board of Trade had two of its liveliest wires on the trip, William Murphy of the Murphy Grain Company, than whom there is no more acceptable member of a touring party, and Jas. N. Russell, president of the Russell Grain Company, who is usually among those secretly urged, by the managers of the trips, to be sure to come

along to help keep things moving. The trade trippers brought back glowing reports of the feeling of the country as to future business; and they helped materially to buck up the courage of the business men of the district, and to demonstrate that the war is a long way off, and is affecting this country favorably if at all.

* * *

Board of Trade men were among the active supporters of the proposals to issue bonds for improve-

More than 15 cents carrying charge had accumulated on some of the grain. Prices were \$1.03 per hundred for 240,000, \$1.02½ for 300,000 and \$1.02 for 300,000.

* * *

Kansas City is full of automobiles, and yet they are not so plentiful that anybody is willing to allow the loss to be dismissed with a wave of the hand. W. H. North used his automobile to go to the 101 Ranch Show in Kansas City, but he almost had to

became pretty definite, there was a sharp rise. One sale was made of a membership at \$5,250 late in May, and on May 22 the Board of Trade voted on the proposition to throw the doors open, taking down the bars of the restricted list of 200, but setting the entrance fee at \$10,000. The proposal was adopted by a vote of 76 to 4.

* * *

C. A. Andrews, for many years a hay and grain dealer in Springfield, Mo., who left that city three years ago to engage in mining in Oklahoma, died at Miami, Okla., May 27.

* * *

The extensive flooding of Missouri bottom lands by the overflow of the last days of May, made necessary much replanting of corn. The Chesmore-Eastlake Mercantile Company of St. Joseph, Mo., one of the largest handlers of seed corn in the West, got busy with both ends of the business—getting its hands on seed corn, and opening the outlets—even before the waters subsided. C. R. Chesmore remarked to the correspondent of the "American Grain Trade" that he fortunately had considerable seed corn of the desired stamp convenient for distribution. He sold 300 bushels in the first two days of the flood.

* * *

George B. Ross, chief of the grain inspection department of Kansas, has transferred the office to Portsmouth Building, Kansas City, Kan., and has established a branch office at the Kansas City Board of Trade. He is getting things well shaped up for the handling of the work under the new system. Mr. Ross was largely responsible for the new law, and as the work was developing, it looked as if it was going to operate satisfactorily to all concerned.

* * *

St. Joseph is high and dry above any flood damage from the Missouri River; but in May the river rose to such an extent that thousands of acres in that corner of the state were inundated. The bends in the river at St. Joseph presented a spectacular sight, one of the best views being from the upper floors of the Mitchelhill Elevator, near the river front. From this high viewpoint the elevator of the Elwood Grain Company, some mile away across the river, seems to be almost surrounded by water, and endangered by the rising waters of the Mis-



VIEW OF THE MISSOURI RIVER SWOLLEN BY RECENT RAINS
Elevator of Elwood Grain Company, St. Joseph, Mo., in the Distance.

ments of streets, viaducts, and erection of public buildings in Kansas City. Nineteen proposals, aggregating \$4,560,000, were carried all by substantial excess over the two-thirds required.

* * *

The Farmers' Union, with 2500 members, 1757 co-operative grain elevators and 100 co-operative stores in Kansas, has established the Farmers' Union Jobbing Association in Kansas City, Kan., where Chas. S. Walker, formerly of Salina, is in charge.

* * *

William Mitchelhill of the firm of Mitchelhill Bros., field seed merchants in St. Joseph, Mo., was one of the victims of the *Lusitania* disaster. He is survived by a wife and son. The firm was organized in 1896, the other member being Bruce Mitchelhill; the latter had made a trip to Europe in 1914.

* * *

E. Chester Luck, vice-president of the T. Lee Adams Seed Company, and active manager of the business, has bought a handsome stone residence, the price exceeding \$10,000, at 3704 Jefferson Street, Kansas City, and has moved into it from his former home at 3314 Highland Avenue.

* * *

A co-operative elevator is being built at Rossville, near Topeka, Kan. Each stockholder is to have one vote in the management of it, no matter how many shares of stock he holds. The elevator is to cost \$8,000 and it is expected that it will be ready for use this Fall.

* * *

W. H. North of North Bros., hay dealers, has gone with his family to California, where he will visit both Fairs, then take in Los Angeles and other coast attractions. Bert Sheldon of the Russell Grain Company is also one of the California tourists from Kansas City this Summer.

* * *

Owners being unwilling to put up further margins, 840,000 pounds of No. 3 white Kaffir corn in the Wabash elevator at Kansas City was sold last month at auction on the floor of the Board of Trade, "for the account of whom it may concern."

borrow a racing steer from Zack Miller to go home—some thief or other—probably other—had copped the car while Mr. North was enjoying himself.

* * *

Until last Winter prices of memberships on the Kansas City Board of Trade had shown a marked



ANOTHER HIGH WATER SCENE TAKEN FROM MITCHELHILL ELEVATOR, ST. JOSEPH, MO.

tendency to keep below \$2,500, and the opportunities for purchases were not hard to find. There was a rule that no more than 200 members should be on the books. Along in January and February there began to appear a distinct tendency to fill the lists and keep them full; and the bids for memberships began to rise perceptibly. When the prospect for another large crop in Kansas wheat fields

souri, which seem to be encroaching from two sides. The Elwood elevator, however, was at no time in any hazard from water, and communication was not interrupted. In the foreground of the picture showing the elevator, in the middle of the swollen stream, can be seen a wisp of foliage, which before the flood of this year was a substantial island. The rising waters washed most of it away. The Mis-

souri has been reveted with piling and rock opposite St. Joseph, where it makes a sharp turn, and the well defined banks indicate that the improvement has saved a considerable acreage from harm.

* * *

New and improved grain conveyors are being installed in the warehouses and elevators of the Baxter Mill & Elevator Co. at Baxter Springs, Kansas, in preparation for handling expeditiously the new crop.

* * *

A. F. Roberts of Sabetha, Kan., is busily engaged this Spring and Summer in erecting elevators. He has had ten elevators on his hooks, ranging from 10,000 to 50,000 bushels capacity, the latest being one at Rockville, Mo., and one at Whiting, Kan.

* * *

Ed. M. Collins has sold the Red Elevator at Seneca to the Farmers' Union of Nemaha County for \$5,000; 200 farmers of the community are members, the company being capitalized at \$10,000.

* * *

E. O. Moffatt, president of the Moffatt Grain Company, has returned from three months spent in China, Japan, and other parts of the Orient. He was in Pekin the day the Japanese ultimatum was delivered to China, and says that there was no excitement whatever—it seemed a foregone conclusion that China would concede anything asked. Mr. Moffatt is a firm believer in the progressiveness of Japan, and her ability to develop any country she takes under her wing.

DULUTH

S. J. SCHULTE - - CORRESPONDENT

IT HAS been hard sledding as a rule for operators on the long side in the wheat market during the past month. As a result of extended liquidation during which there was almost an entire absence of support from exporters; cash wheat on the Duluth market has broken 34 cents a bushel during the last three weeks. The break was inaugurated in the adjusting of a settlement in the May future, and the market later came under the influence of heavy new wheat offerings in the Southwest. It is interesting to note that there has been considerable selling of Spring wheat by growers on the Duluth market during the past 10 days.

A case is mentioned of a North Dakota man disposing of 20,000 bushels of wheat here at a basis of \$1.18 for September delivery. He estimates that with normal weather between now and harvest time, his production will reach 40,000 bushels, so he regards the operation in the nature of an insurance against eventualities. "I am ready to sell any time I can get over \$1 wheat. I have no kick to make regarding the margin of profit already showing on my deal," he said. Provided the market is held at around its present levels, this advance selling by first hands is expected to be a factor.

* * *

Optimistic reports regarding crop prospects in the Northwest are coming to hand from all sections. Duluth grain men are watching that situation closely these days, and they are beginning to send reporters out over the territory. The wheat plant in western Minnesota, and North and South Dakota is conceded to present a healthy appearance at this stage, the stand being uniformly even. The seed was put in under the best conditions with the ground better prepared than in several years back. Then generous rains came along after seeding had been completed and the plant is well stooled and in fine shape to resist any adverse conditions that may materialize later.

The idle land in the three Northwest states has been reduced to a minimum and dealers are figuring upon a largely augmented production in oats, rye and barley, as well as in wheat. It is estimated that the area under flaxseed will show a falling off running from 25 to 35 per cent from a year ago.

As farmers put it, returns from flaxseed have not been satisfactory during the past three years, either on the score of yield or prices, so that this Spring, with wheat quotations likely to be on a profitable basis in the Fall, flaxseed had no interest for them.

This is leading to the entertaining of bullish views on the part of specialists in the flaxseed trade. They predict that with the demand from crushers assuming anywhere nearly normal proportions, a large shortage in seed supplies is likely to develop later on. The point is emphasized that the carry-over from last season will be unusually small, and then again it is taken into consideration that some of the best flax territory in Europe has been laid waste as a result of the war and that little can be counted upon from that source.

* * *

The grain movement at the Head of the Lakes for May showed a falling off from the corresponding period last year, but it ran about normal for the season. Wheat receipts were reported at 1,268,574 bushels, or 500,000 bushels less than in May, 1914. Arrivals of oats were 116,562 bushels, against 88,740 bushels last year. Rye receipts were 45,449 bushels, against 53,658 bushels, and barley 190,776 bushels, compared with 150,407 bushels.

Shipments fell off sharply in all grains. The volume of wheat forwarded to the East showed a falling off of nearly 5,000,000, amounting to 3,547,011 bushels, against 8,237,000 bushels last year; oats to 794,939 bushels, against 1,930,850 bushels; barley to 256,393 bushels, against 371,738 bushels, and flax to only 414 bushels, against 472,525 bushels a year ago; rye to 41,322 bushels, against 294,347 bushels, and corn to 88,379 bushels, against 128,072 bushels last year.

The discrepancy in shipments is accounted for in the rush that came about in April, when an increase of over 10,000,000 bushels over that month in 1914 was recorded. That reduced stocks in the houses to the lowest levels in several years and their conservation in some lines necessarily came about. Wheat stocks in the houses here now aggregate only 2,050,616 bushels, as against 4,084,000 bushels last year. It is to be noted that supplies of No. 1 northern have been practically cleaned up and that operators are finding the marketing of the lower grades a draggy proposition with the call from Eastern millers limited.

* * *

The Keusch & Schwartz Company, Inc., with offices at Chicago, New York, Buffalo, Philadelphia, St. Louis and Minneapolis, has arranged to begin operations in Duluth, and has taken offices in the Board of Trade Building. Jay F. Finkleason, for several years manager of the Board of Trade office of the Postal Telegraph Company, has been appointed local manager. Through his years of experience on the Board, Mr. Finkleason has obtained a wide connection, and he is one of the most popular of the younger men connected with the grain trade here.

* * *

W. F. Starkey has been elected a member of the Duluth Board of Trade. He will be associated with the Randall, Gee & Mitchell Company.

* * *

The death of John E. Bratten, who for over ten years had been accountant at the Glohe Elevator Company's head office here, occurred on May 26, after a short illness. Deceased was 39 years of age, and had a wide connection in grain circles.

* * *

In view of the present prospects for a bumper harvest in the Northwest, Duluth grain dealers are preparing for the busiest Fall in their experience. While no additions to the elevator capacity at the Head of the Lakes are forecasted for the present season, all the companies are preparing to put their plants in the best possible shape for the efficient handling of grain, and during the next two months extensive repairs and interior improvements will be carried through. In view of the certainty of a heavy export demand again during the Fall, it is thought to be a question of ability to handle grain efficiently so that shipments to the Lower Lakes ports may be made with a minimum of delay up to

the close of the navigation season, rather than of storage capacity. With profitable prices likely to rule, it is taken for granted that all-rail shipments to the seahoard during the Winter months will be in sufficient volume to obviate any danger of congestion at the elevators.

* * *

The Hagen-Berg Company has commenced business on the Duluth Board of Trade. It has adopted the words "Always Working" for display upon its stationery and advertising, and the principals of the house aver it adequately sets out their intentions. T. H. Hagen for several years represented Stair, Christensen & Timmerman in Duluth, and he has a wide connection in grain circles through the Northwest.

INDIANAPOLIS

F. J. MILLER - - CORRESPONDENT

THE interest of grain men for the present centers principally in the growing crops and the way in which they have withstood the cold and rainy weather and the Hessian fly and other pests. A close examination of conditions in the ninety-two counties of Indiana shows that the southern and southern central wheat and corn fields have suffered most. Reports from the northern countries are much more optimistic.

St. Joseph County, in the northwest, in which South Bend is situated, is expected to have the highest harvest in a decade. John S. Bordner, county agricultural expert, believes that only wheat will fall below the average. Practically all the corn was planted by the first day of June. The farmers who were led by the warm weather of April to do their planting experienced difficulties in May. Much replanting has been done and bumper crops are predicted. Timothy and clover hay are somewhat short. Rye is in good condition and plentiful rains did wonders for oats.

In Shelby County, which is typical of central Indiana, reports indicate considerable damage to wheat by the fly and joint worm. Millers and grain dealers estimate the damage at 10 per cent or more, while farmers place the figure at from 15 to 25 per cent and blame the unusually dry weather of March and April for much of the damage. The damage has been especially heavy in the west and southwest parts of the county. In the north and northeast the outlook for a good crop is bright.

In southern and southeastern Indiana increased acreages of wheat and corn had been planted in anticipation of the greater demand this year. It is estimated, however, that wheat will not run more than from 60 to 90 per cent of the average. Corn suffered extensively, but a good yield is expected from the large acreage. Heavy rains in May and damage by the Hessian fly were general in this section.

* * *

A hurglar who entered the office of the J. H. Fisse Coal and Feed Company, 2051 North Rural Street, and pried open the inner door of the safe, got 77 pennies and a gold watch. The outer door of the safe was not locked. Entrance was gained by forcing a rear window.

* * *

A verdict for \$4,000 was returned in the Superior Court against Oscar V. Rouse in favor of Fred Bauman. The complaint said that Bauman was working in Rouse's grain elevator at 122 South Alabama Street, when several sacks of feed fell and injured him.

* * *

The following "regular" ticket has been named by the nominating committee of the Indianapolis Board of Trade to be voted on at the annual election: For president, George H. Evans; for vice-president, Dr. James H. Taylor; for treasurer, Tom Oddy; for members of the governing committee, Adolph J. Meyer, Frank D. Stalnaker, Benjamin A.

Richardson, Aquilla Q. Jones, Joseph C. Gardner, Henry T. Hearsey, James E. Pierce, James M. Bradford, John L. Appel and E. L. Donahue. Mr. Evans is now vice-president of the Board; Dr. Taylor is chairman of the arrangements committee, and Mr. Oddy is treasurer. Mr. Meyer is president of the Board.

* * *

Kennedy Brothers' grain elevator at Templeton, Ind., burned recently. Sparks from a passing train are supposed to have set it on fire. The loss was about \$12,000, with \$7,000 insurance, \$5,000 of which was carried by the Indiana Grain Dealers' Association.

* * *

The Farmers' Co-operative Elevator Company of Ligonier has been incorporated with a capital stock of \$25,000. The directors are Henry Hire, W. O. Slabaugh and O. V. Borger. Farmers east of Elwood are also active and are organizing the Farmers' Alliance Grain Company, to start a \$20,000 grain company at either Orestes or Dundee.

* * *

Leroy Urmston, of the Urmston-Harting Grain Company, was one of the big class to be taken in at the Golden Jubilee celebration of the Scottish Rite during the last month. As an indication of the elaborateness with which the Masons put on the ceremonies and festivities in which Mr. Urmston took part, the souvenirs for the occasion are said to have cost \$10,000.

* * *

During a terrific storm which recently struck the little town of Ancola, nine miles west of Fort Wayne, the new grain elevator of the Farmers' Equity Exchange was picked up by the wind and deposited in a mass of wreckage on the Pennsylvania Railroad tracks, blocking the road.

* * *

Here are two more burglar experiences: Mr. Fox of the Fox & Reynolds grain elevator at Linden, Ind., heard the explosion when burglars blew the safe of the postoffice, looked out of his window and saw four men running away, gave the alarm and helped hunt for the men. It was in vain. Burglars entered Baier Brothers seed store, 131 North Delaware Street, Indianapolis, knocked the knobs off the safe and damaged the combination, but left without taking anything of much value.

* * *

are very largely neglected. Prices have been running from about \$1.25 to \$1.40 per bushel.

The rye market has ruled fairly strong despite the slump in the other grains. The supply is scarce and industries here and shippers grab up everything that is offered. Receipts are only a few cars per week. Prices have been veering between \$1.15 to \$1.19 per bushel.

The barley movement is also light and prices are rather bearish early in June. Brewers and maltsters, however, are buying barley quite freely. The crop appears to be very promising and this is rather a damper on high prices. Offerings have been about 80 cars per week, compared with 130 cars a year ago. Most of the sales have ranged from 71 to 78 cents per bushel.

* * *

The Milwaukee Chamber of Commerce has gone on record for a deeper fourth lock at the Soo. Representations have been made to the authorities at Washington that the proposed depth of the new lock, 24½ feet, is not adequate for future needs, especially since the Welland Canal will provide a 30-foot depth. For the enlargement of interlake trade it is believed that the new lock of the Soo should also measure up to the very best facilities.

Most of the big grain vessels are now locked through the third lock at the Soo on the American side. The fourth lock has been excavated and it is expected that the contracts for the concrete work will be pushed at the earliest date. More facilities are needed at the Soo now, with an almost continuous stream of vessels waiting at both entrances to go to the upper or lower lakes.

Milwaukee, in its action looking to a depth of 30 feet or more at the Soo lock, is following the lead of Chicago for better shipping facilities on the lakes. Practically all of the lake cities have now rallied to the support of Chicago in obtaining the desired depth of channel through the fourth Soo lock.

* * *

The Donahue-Stratton Company has enlarged its capital from \$50,000 to \$100,000. Members of the firm announce that the added capital will not be utilized for any further building or extension of facilities, but it will be used merely to provide more capital for current conduct of business.

* * *

The Milwaukee grain market is growing. Local firms are increasing their capital from time to time and newer firms are entering the field because of the possibilities in the grain trade here. One of the newest companies is the Degentesch-Richardson Company, which has been organized with a capital of \$60,000. The company will erect a small elevator to hold a few thousand bushels of grain and will engage in a general feed, hay and grain business.

* * *

The latest reports received here are to the effect that the Northwestern road will shortly start the building of the huge elevator which it has been decided to erect here. Two sites are under consideration, but one of them will soon be chosen and actual operation started. The Milwaukee grain men are eager to have these added grain facilities in time for the big grain business, which will open here in the Fall, when the new crop begins to come in formidable volume.

* * *

Letters have come to Milwaukee grain commission men recently indicating that the live stock sanitary restrictions of the state of Wisconsin have been misread, in portions of Iowa at least. As a result of this error Iowa shippers have been sending their grain to Chicago in a few instances, because of the belief that railroads would not accept grain consigned for Milwaukee unless the cars were cleaned and disinfected for foot and mouth disease. The restrictions on shipments provided by the live stock sanitary board of Wisconsin are to the effect that "feed grain which is shipped into the state of Wisconsin which is contained in sacks shall have a certificate that such sacks are either new or disinfected. Corn shelled, or on cob, grain and feed shipped in bulk should be loaded only in

cars which have been cleaned and disinfected since being used for the transportation of stock."

* * *

M. F. Stoffel & Co. of Allentown, Wis., are building a grain, flour and feed warehouse.

* * *

George Fancher of Dodgeville, Wis., has sold his grain and milling business to Ecker Bros., who are now in charge of the plant.

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At the monthly meeting of the Chamber of Commerce directors, A. A. Breed was reappointed grain inspector and Frank F. Clapp was again chosen as chief weigher. B. K. Miller was reappointed trustee of the gratuity fund for five years.

* * *

Grain stocks in Milwaukee are rather limited even for this dull season of the year, with a total for the week ending June 5 of approximately 91,000 bushels of wheat, 83,000 bushels of corn in round numbers, 181,000 bushels of oats, 33,000 bushels of barley and 3,000 bushels of rye. This indicates that there are no large stores of grain in the local market which might be a damper on sales and the maintenance of fair prices.

* * *

The Milwaukee Chamber has been enormously interested in the hearing on switching rates on the Milwaukee Road, which it is proposed to increase very materially if the Wisconsin Railroad Commission agrees. Many hearings were held in Milwaukee under the direction of Halford Erickson of the Wisconsin Commission. Both sides, the shippers and the railroads, marshaled their strongest witnesses in a lively contest.

Higher switching charges would seriously restrict the amount of business maltsters are doing here, according to the testimony of the traffic representatives of the C. A. Rouse Milling Company, P. C. Kamm Company, Milwaukee Malting Company and the Milwaukee-Western Malting Company. Many of the grain dealers made sweeping assertions that the margin of profit on grain is so small that a large amount of business would go to Minneapolis, Chicago and other cities, if the burden of higher switching charges were added.

Strong evidence was presented by Traffic Manager of the Chamber, George A. Schroeder, to the effect that Wisconsin shippers are now paying about 20 per cent higher freight charges than other states and that the conditions should not be made still more inequitable by further piling up switching charges. Mr. Schroeder gave statistics to show that rates in all the surrounding states are much lower than in the various mile zones in Wisconsin. He maintained that industrial switching charges at nearly all the points that compete with Milwaukee are from \$2 to \$5 per car, while the Milwaukee road would make the Milwaukee switching rate \$9 per car if given permission by the Wisconsin Railroad Commission.

* * *

Wisconsin has fine prospects for big grain crops, according to the recent reports of the Department of Agriculture and the Federal Weather Bureau. Oats fields are especially promising, with an estimated yield of 78,600,000 bushels, compared with 62,100,000 bushels for 1914. This is a gain of approximately 16,000,000 bushels, or about 25 per cent. Wisconsin expects to have about a normal output of barley, the June 1 forecast calling for an output of 18,300,000 bushels, compared with 18,428,000 bushels at harvest time in 1914. The loss of a few bushels is so small as to be almost negligible. If prospects materialize, Wisconsin will raise nearly 10 per cent of the nation's entire barley crop, which is now expected to be some 197,000,000 bushels. Winter wheat of this state promises to be a little under the average, with the yield now fixed at 1,780,000 bushels, compared with 1,828,000 bushels as the harvest for 1914. Spring wheat looks fine in the State of Wisconsin, with an estimated yield of 1,900,000 bushels, compared with 1,683,000 bushels as the actual harvest a year ago. Rye also looks well, with the percentage condition at 93, compared with 91 a year ago.

Wisconsin farmers are getting extraordinary

MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

CORN has recently declined at the Milwaukee market, especially in the first week in June, because the prospects are so much better, despite the cold, wet Summer which has prevailed over much of the corn belt. Trade has been averaging a little more than 100 cars per week, compared with more than 400 cars for the corresponding week a year ago. The country appears to be pretty well cleaned up of corn. The corn market is rather active at the decline and both industries and shippers are buying actively. Many of the corn sales have ranged around 72 and 73 cents per bushel, all varieties being in good demand.

The first week of June also saw a lower oats market generally because of the brilliant crop prospects over the country. New grain is being offered in the South and threshing returns appear to be satisfactory. Arrivals here are running around 120 to 150 cars per week, compared with more than 300 cars per week a year ago. The high prices seem to have effectively cleared the country of oats. Shippers and home trade have absorbed the oats offered here eagerly. Prices have been ranging from 48 to 50 cents per bushel for the good quality.

Wheat trade at Milwaukee early in June has been running at about 100 cars per week, compared with 50 cars a year ago. Millers and shippers want the good quality stuff, but the off grades

prices for their grain, according to the official figures. Wheat prices are averaging \$1.31 per bushel, a gain for this year of 47 cents per bushel, or more than 50 per cent. Corn prices are only a little above the normal despite the war times, the average on June 1 being 73 cents, compared with 62 cents a year ago. This is an advance of 11 cents. Oats are much higher than usual at 52 cents, compared with 37 cents for June, 1914. This is a gain of 15 cents per bushel, or almost 50 per cent over the price prevailing a year ago. On the whole, Wisconsin crop prospects are excellent, especially for oats and rye. Wheat and barley production looks like about an average yield.

PHILADELPHIA

E. R. SIEWERS - CORRESPONDENT

THE sixty-first annual report of the Commercial Exchange has just been issued for the year 1915, and while it gives a fair resume of the doings of the past year, 1914, in some respects it is practically a brief retrospect of the Corn Exchange Association from 1854 to 1868, and the Commercial Exchange from 1868 to 1915. In these days of rapid business life a full three-score years covers quite a wide stretch of commercial activity. During these long years no less than 46 prominent men of their times filled with much distinction and satisfaction the presidential chair, while only 10 of the entire number are yet alive. Sixteen secretaries have presided at the councils of the Exchange in the 61 years of its existence, few of whom survive. For some years past, while members come and go, yet with occasional additions, the list keeps at a rather steady total of 414.

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Five hundred thousand dollars is to be expended by the United States Government in continuing the dredging operations of the Delaware River.

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During the year 1900, 33,451,170 bushels of corn were exported, and in 1913, 20,395,472 bushels of wheat went abroad from Philadelphia, through the lines of the Commercial Exchange, while 1899 shows an export total of oats amounting to 7,880,776 bushels, and during 1907 2,439,980 barrels of flour were shipped to foreign lands; 403,000 bushels of rye in 1914 reached foreign countries and 584,464 bushels of barley, and it is more than possible that 1915, with the world's nations contesting for supremacy, some of these big grain totalings will be even surpassed by the export trade, which since the war has been extremely heavy. Financially the Commercial Exchange in its present home on the north end of the main floor of the Bourse, is in splendid shape, with approximately \$150,000 of assets well invested, and all departments in excellent trim and working smoothly.

* * *

The Commercial Exchange presented to James Ford Bell of Minneapolis, son of James Bell, the flour king of the West, whose death was mourned by friends and interests everywhere, a handsome black morocco album, appropriately inscribed in gilt, containing the action taken here in an official way upon the announcement of his death. He was a member of one of the early families of Philadelphia, his brother, Samuel Bell, Jr., and Vice-President C. Herbert Bell of the Commercial Exchange being prominently identified with milling industry.

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A representative delegation of the hay trade will attend the convention of the coming National Hay Association to be held at Niagara Falls, N. Y.

* * *

President Harvey C. Miller of the Southern Steamship Company and head of the extensive grain firm of L. F. Miller & Sons, has returned from the forty-seventh annual conference of the Lutheran Synod, in session for two weeks in Akron, Ohio.

As treasurer of the Domestic Missions of that denomination he was one of the most important and highly honored lay delegates in attendance.

* * *

The Interstate Commerce Commission will give the Commercial Exchange and the grain trade a hearing here in July at the Federal Building. It will be a general hearing on discrimination, as well as diverting charges by leading transportation companies at their eastern terminals.

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Among the distinguished delegation of the Latin-American Republics and prominent representatives of South America, who have been in this city for a week or more, none were as enthusiastic as Dr. R. C. Aldao of Buenos Aires, whose extensive business affairs include prosperous agencies in London, New York city, Buenos Aires and all of the leading centers of this country and Europe. While here Dr. Aldao took especial interest in grain and milling lines and was accorded a one day's visit to the big Girard Point elevator, guided by Chief Grain Inspector John O. Foering.

* * *

Edward F. Hanley, one of the leading grain and flour merchants of the city, died recently at his Germantown home, after many years of successful business life.

TOLEDO

E. F. BAKER - CORRESPONDENT

THE grain men of Toledo are busy now adjusting themselves to their new quarters in the Second National Bank Building, and to judge by the smiles on the faces of everybody, they are more than pleased with the new location. The 'Change room is not so large and imposing as in the old building, but infinitely more cheerful, which, after all, is worth a great deal more to the modern business man than a lot of musty grandeur. The facetiousness of local dealers has not been destroyed by the scenic effects of the new quarters, as is evidenced by the fact that the new 'Change already has a nickname and is known as "Paddock's Kindergarten." The Exchange was opened on Tuesday, June 1, and the members provided plenty of good cheer, including comedy sketches, music, quips and jokes, and a full line of general hilarity. There were many visitors from all parts of the country, many being here in attendance at the Millers' National Federation Convention, which was held that week. There were flowers everywhere, not only on the 'Change, but in all the various new offices, which are shining in new and up-to-date furniture, mostly mahogany.

The crops in this section, without exception, are in fine shape. Wheat and oats are looking splendid and are already headed out. Nothing of an injurious character has as yet been reported as affecting these crops, which are large as to area. Corn is a trifle backward, but in good shape aside from this. Receipts have been fair and shipments the same. It is generally believed that local stocks held in rural districts are by this time pretty well cleaned out. Receipts for the past week were as follows: Wheat, 45,000 bushels; corn, 76,800 bushels; oats, 65,000 bushels. Shipments: Wheat, 35,200 bushels; corn, 86,200 bushels; oats, 182,600 bushels. There has been quite a bit of grain and flour sold for export following the break in the market which occurred this week. Following is the amount of stocks on hand here Saturday, June 5: Wheat, 210,630 bushels, of which 109,756 bushels is Spring wheat; corn, 292,293 bushels; oats, 136,925 bushels; rye, 361 bushels; barley, 31,946 bushels.

* * *

Frank I. King, "friend of everybody," especially the newsboys, had a birthday the other day and found time to do little more than receive the congratulations of his friends, who came in person or

by telegraph, and there were about as many of one kind as the other. The affair was otherwise celebrated by a family dinner. Many handsome floral pieces were received from friends. "Our Boy Solomon" refused to tell just how many Summers and Winters had passed over his head, saying with a smile: "If I were as old as I feel I should be with that bunch of little shavers over there playing marbles; if I were as old as I look, I leave it to you to guess, but if I were as old as I want to be I should have the years of Methuselah, the wisdom of Solomon and the heart of a little child."

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The roof of the J. S. Phillips grain elevator caught fire from sparks from a passing freight train on the C. H. & D. Railway at Bowling Green recently. Through the efforts of the fire department the elevator was saved from destruction after a hard fight.

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Bert Bristol, a prominent grain dealer of Wharton, fell down a flight of stairs at his home in May, and died five hours later. He was injured internally.

* * *

The Toledo Commerce Club has established an agricultural extension bureau. The new department will be in charge of Charles H. Allen, known as the father of the agricultural extension schools of the state. Mr. Allen's services will be placed, without charge, at the disposal of the chambers of commerce of all the towns and improvement associations of all the counties in northwestern Ohio, northeastern Indiana and southern Michigan. The new bureau is the outcome of a meeting held during the Winter at the Commerce Club of 100 farmers of Lucas County, who were entertained at luncheon by the agricultural committee of the Commerce Club.

* * *

It has been announced that the Paddock Hodge Company, one of the largest handlers of cash grain in this section, will be reorganized. The capital stock will be increased from \$25,000 to \$65,000. Mr. F. O. Paddock, president of the firm, stated: "We have interested a number of outside men, who have taken stock in our company. The reason that much new capital has been put into our business is on account of the outlook for the grain trade in this section. With the new rates prevailing in Toledo and Toledo territory, we are in a position to handle more grain easier and cheaper through this center than we were under the former rate, which was based entirely on Chicago. I have held conferences with New York Central Railroad officials relative to a new elevator here. They look with favor upon such a proposal, but nothing has thus far been done along that line definitely. I have taken up a similar proposal with President Newell of the Terminal. I think if the latter road would pay half the expense the other half would be looked after by Toledo grain men. It would give them a fine position with twelve roads which are interested in the Terminal Belt."



THE HOME-WRECKER

SHE: You are not yourself at all tonight, Clarence; what are you worrying about?

HE (absently): May wheat.

SHE (icily): Really, I don't believe I've had the pleasure of meeting the lady.—[Puck.]



EASTERN

E. E. Rogers of New London, Conn., expects to open a grain store at Niantic, Conn.

Andrew L. Johnson succeeds Platt & Company in the grain business on Lake Street, Winsted, Conn.

James Davidson of Bay City, Mich., is interested in the erection of a grain elevator at Buffalo, N. Y.

Kerson, Kronich & Shiff have possession of the grain and feed business of A. T. Butler at Adams, Mass.

The Security Grain Company of Chicago, Ill., has been incorporated with \$10,000 capital in the State of Delaware.

A. D. Boorn and J. H. Arnold have formed a partnership to conduct a grain and feed business at Adams, Mass.

Articles of incorporation were recently filed for the Choptank Farms Company at New York City. The firm will deal in grains, etc.

A charter has been granted L. N. Kellogg, Inc. to conduct a grain, feed and flour business at Charlotte, Vt., with a capital of \$4,000.

The Keedysville Milling Company expects to build an elevator of concrete construction at Keedysville, Md. The capacity of the elevator will be 6,000 bushels.

Capitalized with \$10,000, the James Laforge Company was incorporated at Richmond Borough, New York City, to deal in grains, cereals, etc. J. E. Oest, J. E. Baker and F. E. Hellgardner were the organizers.

ILLINOIS

P. T. Lambert is erecting a new elevator at Sterling, Ill.

Rudy & Co., are remodeling their elevator at Vermillion, Ill.

An elevator is being built at Union Grove, Ill., by W. M. Bull.

The Ike Livingston Grain Company of Bloomington, Ill., has been dissolved.

W. E. Kreider has sold his elevator at Tonica, Ill., to P. H. Elcan of Wellsboro, Ind.

Harry Baldwin bought the elevator at Gart, Ill., and will operate it in the near future.

A grain elevator is being built at South Pekin, Ill., by the Three A. M. Company of Chicago.

The two grain elevator companies at Grant and Jeddo, Ill., have changed hands to avoid involuntary bankruptcy.

The elevator at Merritt, Ill., has been completed. The elevator, which has a capacity of 10,000 bushels, cost about \$9,000.

The grain and coal business of William Richardson at Ellsworth, Ill., has been purchased by Mr. Dennis of Windsor.

Igleheart Brothers of Evansville, Ill., are erecting nine large concrete storage tanks, each with a capacity of 15,000 bushels.

Notice has been sent to the farmers in the vicinity of Tonica, Ill., concerning the organization of a farmers' elevator company.

The stockholders of the Cooksville Grain Company, Cooksville, Ill., have voted to install a new set of scales and a manlift.

A new and modern 30,000-bushel elevator is being erected at Pleasant Plains, Ill., on the site of the old Richland Farmers' Elevator.

The elevator at Sandwich, Ill., owned by James A. Patten, has been leased by the Farmers' Elevator Company and will be closed down.

The old C. B. & Q. elevator at Rochelle, Ill., has been wrecked and Peter Deiderick is erecting a new 50,000-bushel grain elevator in its place.

The farmers about Elwood, Ill., are organizing the Farmers' Alliance Grain Company to start with a capital of \$20,000 at either Orestes or Dundee.

The Wallace Grain & Supply Company at Ottawa, Ill., is now operating the new grain elevator built on the site of the house that burned last July.

In addition to the general Spring cleaning, the grain elevator at Emden, Ill., owned by the Hildebrandt Brothers is getting a fresh coat of paint.

The Farmers' Grain & Supply Company of Viola, Ill., was incorporated with a capital stock of \$10,000 by M. S. Garrett, Willard Garrett, A. G. Frakes,

B. D. Baxter and A. C. Bradford to conduct a general grain and merchandise business.

The elevator formerly belonging to Edwin Burt at Bolton, Ill., has been purchased by Rosenstiel & Co. It will be put into first-class condition before any grain is received.

The Luther Co-operative Elevator Company of Mason City, Ill., has been incorporated with capital stock of \$6,000. The organizers are Luther W. Cross, Roy W. Cross and John F. Bollinger.

D. Hereley & Sons expect to convert their cold storage plant at Harvard, Ill., into a grain elevator. The contract for the machinery has been let to the Weller Manufacturing Company of Chicago. The structure will have a capacity of 125,000 bushels.

The Walton Equity Exchange has been incorporated at Walton, Ill., to either buy or build an elevator and to conduct a grain business. The directors are Charles F. Welty, Austin D. Cahill, Carl C. Ackert, Austin O'Malley and George Mauer. The officers are: President, Charles F. Welty; vice-president, Austin D. Cahill, and secretary-treasurer, C. C. Ackert.

MINNESOTA AND WISCONSIN

Work on the new elevator at Paskin (mail Paskin Lake), Wis., has been started.

Demarey & Munce of Pipestone, Minn., have installed a feed grinder in their elevator.

An elevator, to cost approximately \$9,000 when completed, is being built at Worthington, Minn.

The old elevator at Sanborn, Minn., has been closed. It was recently sold by M. Duley to his son.

The Altura Elevator Company of Altura, Minn., is installing equipment for cleaning grass seed in its elevator.

The Farmers' Elevator Company at Currie, Minn., has bought the Hubbard & Palmer elevator there for \$4,000.

The farmers in the vicinity of Goodridge, Minn., are making plans for the formation of a farmers' elevator company.

A new electric motor is being installed in the grain elevator at Fairmont, Minn., by the Western Elevator Company.

The contract for the Winter-Truesdel-Ames Company's new elevator at Campbell, Minn., has been let to a local firm.

Work has been started on the grain elevator at Barron, Wis., to be owned and operated by the Erickson Brothers.

Many improvements, including a new stone foundation, are being made on the Northwestern Elevator at Murdock, Minn.

The Farmers' Elevator Company of Magnolia, Minn., has taken over the property of the Magnolia Mercantile & Elevator Company.

The Western Elevator Company of Winona, Minn., has sold its elevator at Hendricks, Minn., to George P. Sexauer & Son of Brookings, S. D.

The grain, feed and coal business of W. C. Lilley and J. L. Chester at Sharon, Wis., has been sold out by them to B. W. Lilley and F. G. Dangerefield.

Swoffer & Swoffer are planning on tearing down their old elevator at Walnut Grove, Minn., and building a new and more modern one in its place.

It has been reported that the arrangements for the erection of the \$250,000 terminal elevator at St. Paul, Minn., have been completed by the Equity Co-operative Exchange.

George S. Heiberg of Edgeley, N. D., has brought the Minneapolis & Northern Elevator at Pelican Rapids, Minn. He will make extensive improvements during the Summer and have it ready for business in the Fall.

On the site of the elevator which was recently burned, the Crookston Milling Company, Crookston, Minn., is building a new 60,000-bushel house. This elevator will be 32x48 feet and will be 100 feet high and will contain between 25 and 30 bins. It will be of heavy cribbing, steel sided and built on a concrete foundation. Several cleaning machines, motors, a patent car mover, power shovels, one large scale, capable of weighing a car load of wheat at a time, and another automatic scale of large capacity and a dump scale for receiving grain from wagons, will be installed. The elevator will be equipped with six elevator legs of large capacity and

numerous distributing spouts. The cupola of the building will be full size of the balance of the house and about 30 feet high to make room for the elevator legs and distributing spouts and for two motors. It will also be equipped with a complete dust collecting system.

An electric motor has been installed in the elevator at Greenland (mail Elysian), Minn. The Commander Elevator Company is making improvements on its plant, including the erection of a 20x30-foot warehouse.

The contract has been let for the erection of a grain storage elevator to be 121 feet high and to have a capacity of 260,000 bushels of grain, at Minneapolis, Minn., by the Washburn-Crosby Company. There will be 13 concrete tanks, adjoining its present buildings.

Work has been started on the construction of a concrete tank storage of 300,000 bushels capacity by the Blair Elevator Company which is associated with the Blair Milling Company of Atchison, Kan. Ten tanks, 80 feet high, will be constructed. The elevator is to be operated independently of the mill.

The new elevator at Winona, Wis., to be operated by the Bay State Milling Company, will be completed by July 1. The elevator will have a storage capacity of 500,000 bushels and will occupy a space of 60x132 feet with a height of 142 feet. Seven motors, giving a combined power of 200 horsepower, are to be installed.

OHIO, INDIANA AND MICHIGAN

The Otterbein Grain Company, of Otterbein, Ind., has been dissolved.

Jacob Gross has installed a car loader in his elevator at Falmouth, Ind.

Carl Russell has purchased the Cartwright & Headington grain elevator at Muncie, Ind.

A new grain cleaner is being installed by the Sheets Grain Company of Lake View, Ohio.

The Alto Elevator Company has been organized at Aito, Mich., with a capital stock of \$10,000.

The elevator at Henderson, Mich., is now in the possession of E. E. Rim and Eugene McGlockne.

James Davern, formerly of Lowell, Mich., is now the proprietor of the elevator at Pewamo, Mich.

Fred Whysong, who formerly conducted a feed mill, has established an elevator at Pleasant Lake, Ind.

It has been reported at Lagrange, Ind., that a company is being formed to build a grain elevator there.

John Hamblen, of Azalia, Ind., has made arrangements for the construction of an elevator at Cortland, Ind.

The Producers' Elevator Company of Sandusky, Mich., has increased its capital stock from \$10,000 to \$30,000.

An elevator, of most modern construction, is being built at Lafayette, Ind., for John D. Martin, a grain dealer.

J. D. Cool & Sons have disposed of their elevator at Freeport, Mich., to the Freeport Farmers' Elevator Company.

The Vestaburg Elevator Company of Vestaburg, Mich., has taken over the plant of the Six Lakes Elevator Company.

A contract has been awarded by the Auten-Camburn Grain Company for the erection of a grain elevator at Milan, Mich.

The Reliance Construction Company of Indianapolis, Ind., is building a new elevator at Clarks-hill, Ind., for Seeger & Witt.

The Pears-East Grain Company of Buchanan, Mich., has purchased I. H. Scoffern's interest in the South Bend Grain Company of South Bend, Ind.

The Farmers' Grain Company of Deshler, Ohio, is erecting an addition to its elevator. The addition, 30x50 feet, will be used for a feed and flour room.

H. D. Miller, proprietor of the Miller Elevator at Bucyrus, Ohio, purchased the Chatfield Grain & Milling Company's elevator located at Chatfield, for \$5,650.

C. C. Bigelow started the work on the erection of a large fireproof grain elevator at Copemish, Mich., not long ago. The structure, which will be 100 feet long, will contain 7,000 feet of floor space and the roof will be made of galvanized steel. The plant

will be equipped with two bean pickers at first and on the top floor will be room enough for between 20 and 30 picking machines.

There are plans on foot to consolidate the Richmond Elevator Company of Richmond, Mich., with the Stockbridge Elevator Company of Jackson, Michigan.

The Farmers' Warehouse Company has been incorporated at Boonville, Ind., to deal in grain, etc. The directors are A. L. Beeler, F. W. Rauth and Edward Metz.

C. S. Behymer, A. D. Behymer, I. S. Brandon, O. M. Behymer and F. M. Behymer are the incorporators of the Willshire Grain Company of Rockford, Ohio. The firm is capitalized with \$20,000.

A co-operative elevator company has been formed at Youngstown (mail to Terre Haute), Ind., to build a grain elevator there. The elevator will have a capacity of 500,000 bushels when finished.

The Fletcher Grain & Supply Company has been formed at Fletcher, Ohio. The incorporators are: J. F. Caven, Charles Morton, H. M. Whitmore, L. C. Wilson and E. N. Middleton. The capital stock of the firm is \$30,000.

The Horton Elevator, Horton (p. o. West Mansfield), Ohio, owned by W. F. Sackett and operated by Sackett & Carahoff for the past year and a half, has been sold to O. W. Carahoff, who now has complete control of the business.

The Farmers' Warehouse Company has been organized at Boonville, Ind., capitalized with \$10,000, to handle grain and farm products. The directors of the company are A. L. Beeler, F. W. Rauth, W. Christman and Edward Metz.

J. W. Adams expects to build a 10,000-bushel elevator at Mollies (mail to Montpelier), Ind. A switch is to be put in by the railroad. The elevator will be equipped with a feed grinder and a gasoline engine will be used for motive power.

The J. E. Wells Company of Sidney, Ohio, was incorporated to operate a grain elevator and buy and sell grain and seeds. The company, capitalized at \$15,000, was organized by J. E. Wells, C. E. Wilkinson, J. D. Barnes, W. H. Persinger and Celia Laufersweiler.

WESTERN

The Plains Flouring Company is building two 36-foot concrete tube elevators at Plains, Mont.

A concrete elevator is to be erected at Caldwell, Idaho, by the Idaho Milling & Elevator Company.

Plans are being formed for the erection of a farmers' elevator at Comertown, Mont., this Fall.

A Mr. Barnhill of Colorado Springs, Colo., expects to commence work on a new elevator at Simla, Colo.

A 30-foot addition is being constructed to the warehouse of the Wiley Elevator Company at Wiley, Colo.

A new elevator is being built by the Farmers' Milling & Power Company of Glenwood Springs, Colo.

The contract for the 25,000-bushel elevator to be erected at Roundup, Mont., has been let by W. P. Ladd.

The elevator at Harmony, Colo., is to be operated by the Fort Collins Mill & Elevator Company when completed.

The O. L. Mitten Grain Company of Wray, Colo., is enlarging its elevator from 7,000 bushels to 18,000 bushels capacity.

The Idaho Grain & Produce Company and J. Jacobsen & Co., have engaged in the grain business at Shelley, Idaho.

The Roller Grain Company's 15,000-bushel elevator at Seibert, Colo., has been equipped with a cleaner and grinder.

A 10,000-bushel elevator is to be erected and operated by the Capital Coal, Ice & Storage Company at Cheyenne, Wyoming.

The old granary at Beatty, Nev., is to be razed. In its place a new and modern grain house will be erected by E. E. Palmer.

The D. L. Lytle elevator at Main street and the Northern Pacific crossing, Miles City, Mont., has been purchased by the Snell Brothers.

McFarland & Taft, grain dealers of Palouse, Wash., have purchased a building which will be used as an uptown office and stockroom.

A building permit was recently granted the Inland Grain Company of Ogden, Utah, to remodel the old Lemp warehouse. The repairs will cost \$1,500.

The Farmers' Grain & Supply Company of Hastings, Neb., has awarded the contract for a 12,000-bushel elevator to be completed before the next crop.

The Johnson Elevator & Warehouse Company at Carlton, Ore., is rebuilding the elevator and warehouse, which burned last Fall. The elevator, which is to be constructed of lumber, will have a capacity of 35,000 bushels. The warehouse adjoining it will be 90x60 feet. A 12-foot working room will be fur-

nished on the main floor. An electric motor, seed and grain cleaner and chopper and roller mill for grinding feed will be installed.

The W. C. Moore Mill & Elevator Company has purchased the establishment of the Moore-Jackson Grain Company at Timnath, Wellington and Fort Collins, Colo.

The California Railroad Commission has authorized the Madison Warehouse Company and George A. Ogden of Woodland, Cal., to increase their rates for the storage of grain.

Steps have been taken for the establishment of grain elevators on the Columbia River near the Port of Astoria, Ore. According to the plans made, they will cost about \$750,000.

The firm of Harry Lukin of Chandler, Ariz., has built a fireproof warehouse for the storage of grain. The structure has a capacity of four carloads and is located in the rear of the store.

The Farmers Society of Equity of St. Anthony, Idaho, has contracted with the Burrell Engineering & Construction Company, of Chicago, Ill., to build them a 20,000-bushel concrete grain elevator.

A contract has been let by the Provo Mill & Elevator Company, of Provo, Utah, to the Burrell Engineering & Construction Company of Chicago, Ill., for the construction of a 50,000-bushel elevator.

William Wilson, F. Stearns, J. B. Glover, C. H. Kincaid and J. E. Barbee have organized the Chambers Warehouse, Elevator & Mercantile Company at Chambers, Wash. The capital of the firm is \$4,000.

If the present plans are carried out, a new grain warehouse and probably a grain elevator will be built at Calipatria, Cal. The Newmark Grain Company is interested in the project of erecting an elevator there.

IOWA

Wilkins Brothers have succeeded J. H. Stewart in the grain business at Loray, Iowa.

Peterson & Son of Anthon, Iowa, have sold their elevator there to Mike Burke of Danbury.

Livermore & Bracher have purchased the elevator at Garner, Iowa, on the Milwaukee tracks.

The elevator on the Milwaukee track at Gainer, Iowa, has been purchased by Livermore & Bracher.

The elevator of Katzemeyer Brothers at Iowa City, Iowa, has been leased by them to Thomas Fay.

The elevator at Sibley, Iowa, has been purchased by B. B. Anderson of Estherville and Walter Willey.

The capacity of C. G. Crawford's elevator at Ida Grove, Iowa, is being increased to 40,000 bushels.

Ed. Burts' elevators in Shannon and Harper, Iowa, have been bought by the Graham Brothers Company.

The Farmers' Elevator Company at Spencer, Iowa, was recently incorporated with a capital stock of \$25,000.

Plans are being made for the building of a new elevator at Lohrville, Iowa, by the Farmers' Elevator Company.

The foundation of the new elevator to be owned by the Squires Grain Company at Bondurant, Iowa, has been completed.

The Lingle Elevator Company of Bethany, Mo., is making arrangements for the erection of a grain elevator at Leon, Iowa.

The Farmers' Elevator Company, organized in 1909, at Grinnell, Iowa, has filed incorporation papers with a capital stock of \$50,000.

The interests of the Western Elevator Company, at Buckeye, Iowa, have been purchased by C. Lowry & Sons, who will operate the elevator there.

The Huntington Elevator Company has wrecked its old elevator at Hartley, Iowa, and is erecting a new building with a capacity of 37,000 bushels.

The Gilbert Grain Company of Gilbert, Iowa, is making several improvements on its plant, including the enlarging of its coal storage capacity 350 tons.

A. Morehouse has awarded the contract for the installation of modern machinery, including cleaners, shellers and scales in his elevator at Glidden, Iowa.

Work has been started on the construction of a new \$5,000 elevator at Boyden, Iowa, to be owned and operated by the Farmers' Co-operative Association.

A purchase of three lots at Marion, Iowa, has been made by the Farmers' Co-operative Grain & Stock Company of that city and an elevator will be erected there immediately.

The old elevator at Everly, Iowa, owned by the Hunting Elevator Company, is being wrecked and a new one is to be built. The capacity of the new elevator will be 35,000 bushels.

A new farmers' elevator company has been formed at Sac City, Iowa, with a capital of \$15,000. The new firm, which will conduct its business under the firm name of the Independent Farmers' Elevator Company, expects to erect a modern elevator on the

site of the present freight house of the Chicago, Milwaukee & St. Paul Railway Company, the capacity of which will be from 35,000 to 40,000 bushels.

The Burrell Engineering & Construction Company of Chicago, Ill., has been awarded a contract for the construction of a 25,000-bushel elevator for the J. Ohde Grain Company of Manning, Iowa.

The new farmers' elevator company which was recently organized at Nemaha, Iowa, expects to build an elevator with a capacity of 40,000 bushels. The capitalization of the company is \$15,000.

The Burrell Engineering & Construction Company of Chicago, Ill., is enlarging the elevator of B. B. Anderson at Harris, Iowa, and is also remodeling the elevator of Stockdale & Maack at the same place.

A contract has been let for the construction of a new modern elevator at Lake Mills, Iowa. It will be equipped with modern machinery and scales, and will be erected on the site of the old Williams elevator, which is being razed.

The foundation has been laid for the elevator at Marshalltown, Iowa, which is being built by Charles A. Robinson on the site of his old one which was burned down. The elevator will have a capacity of 40,000 bushels and will cost about \$10,000 when completed.

A bill of sales was filed with the County Recorder by Ernest G. Miller, administrator of the estate of Charles Miller, deceased, recording the sale of the two frame grain elevators situated at Taintor, Iowa, to W. K. Neill, C. F. Momyer and J. H. Allen. The consideration was \$4,500.

Charles and Otto Colburn are the new proprietors of the grain elevator and coal business of Coddington & Laird of Waverly, Iowa. They expect to double the capacity of the elevator by the installation of new and improved machinery and the enlarging of the building.

Extensive improvements, including new machinery and a new electric motor, are being made by the Farmers' Co-operative Elevator Company at Napier, Iowa. A corn crib, 22x38x32 feet, is being constructed in addition to the elevator. The improvements will cost about \$3,000.

H. D. McCord of Minneapolis, Minn., has increased the capacity of his plant by leasing the six large storage tanks and the elevator formerly utilized as a glucose plant by the Corn Products Company at Davenport, Iowa. This will give an additional capacity of 300,000 bushels.

Articles of incorporation were filed by the Strahan Farmers' Elevator Company of Strahan, Iowa, which will handle grain and general products. The officers of the company are: President, T. M. Brazleton; vice-president, F. J. Steele; secretary, Morris C. Woodfil; treasurer, Charles Hambach.

THE DAKOTAS

George Lippman expects to install a car loader in his plant at Granville, N. D.

The W. M. Noddings Grain Company of Napoleon, N. D., has dissolved partnership.

The elevator of W. X. Sharp at Howard, S. D., has been sold to Dave Theophilus.

George P. Sexauer & Son have bought the Howard & Corcoran Elevator at Como, S. D.

Subscriptions are being taken for the organization of a farmers' elevator company at Beulah, N. D.

The City Council of St. Paul, Minn., has granted a site for a terminal elevator to be constructed there.

The Cook Elevator Company of Chaseby, N. D., is building an annex, putting in new engine and installing a cleaner.

A new scale and wagon dump have been installed by the Gwinner Farmers' Elevator Company at Gwinner, N. D.

Bids have been received by the Farmers' Elevator Company of Hurdsfield, N. D., for the construction of an elevator at that place.

Arrangements for the erection of a new elevator at Berthold, N. D., by the Berthold Farmers' Elevator Company have been completed.

Franc Croal, for many years the traveling auditor for the Empire Elevator Company, has purchased an elevator at Milbank, S. D.

The farmers about Granville, N. D., have organized to build a 30,000-bushel grain elevator. The elevator will be completed this Fall.

The Kensal Farmers' Elevator Company of Kensal, N. D., is replacing its old wood pits, pans and boots with steel boots and a concrete pit.

The Star Elevator Company of Jamestown, N. D., has begun the erection of a large grain elevator at Dodge, a new town on the Stanton Branch.

The Farmers' Elevator Company of Lignite, N. D., is putting new belting all around and installing a new 15-horsepower Fairbanks Morse Engine.

Articles of incorporation were filed recently by the Venturia Elevator Company at Venturia, N. D., by Fred Rott, C. M. Munn and Louise Munn, all of

Venturia. The capital stock of the company is \$5,000.

A deal was recently consummated whereby the Townsend Brothers of Murdo, S. D., purchased the local elevator from Walklin & Wells of Watertown.

N. K. Bannen, A. F. Brenner and L. B. Bauman of Hartford, S. D., have incorporated the Hartford Grain Company with capital amounting to \$25,000.

The two elevators at Baltic, S. D., owned by the Farmers' Elevator Company are being equipped with electric motors, automatic scales and man-lifts.

The Farmers' Elevator Company of Duxbury, S. D., has made arrangements for the construction of a house and barn for that company at Duxbury (mail Mansfield).

Martin T. Nelson, H. J. Hanson and J. D. Hill have incorporated the Farmers' Grain & Feed Company at Ebleen, S. D. The capital of the firm amounts to \$15,000.

The Willow City Farmers' Elevator Company was formed at Willow City, Bottineau County, N. D. The incorporators are: E. F. Schneider, F. E. Lazier and N. Loiselle.

The North Star Grain Company is making plans for the erection of a grain elevator, 30x30 feet ground space, cribbed up 50 feet, on the site of its old building at Verona, N. D.

The Duluth Elevator Company of Hillsboro, N. D., is making extensive improvements on its elevator. A new driveway and unloading platform are the most important ones being made.

Two elevators are to be erected by the Powers' Elevator Company of Minneapolis, Minn., one at Eckleson, N. D., with a capacity of 100,000 bushels and a 55,000-bushel elevator at Halliday.

The Lawton Grain Company was formed at Lawton, Ramsey County, N. D., with a capital stock of \$5,000. The incorporators are: James Goreeke, A. J. Zeman, both of Lawton, and M. M. Van Osdel of Edmore, N. D.

Iver Rasmuson, formerly buyer and manager of the Pingree Grain & Supply Company at Pingree, N. D., expects to go into the grain business for himself as soon as the Andrews' elevator can be overhauled and a few necessary changes be made.

The Morristown Equity Exchange has been incorporated at Morristown, S. D., to conduct a grain and general merchandise business there. The organizers of the company are John McDonald, O. V. Olson, Gardie E. Anderson, E. J. Hersig and Steven Stevenson.

Capitalized with \$10,000, the Farmers' Co-operative Elevator Company was organized at Stubbins, N. D. The directors of the firm are C. H. Wilkinson, A. D. Wells, John Holum, E. E. Woodall, all of Deering; D. K. Hagestead, S. T. Nectingen, H. Hoyce, Theo. L. Trefz and E. S. Omlid of Norwich.

Herman Wilk has been taken into the firm of D. D. Simmons at Moorhead, N. D., and hereafter the wholesale grain, seed and potato business will be conducted under the firm name of D. D. Simmons Company. Arrangements have been made for the leasing of the warehouse property of W. H. Davy. An up-to-date oil-controlled dump wagon scale is being installed and a large modern office will be built.

SOUTHWESTERN

The farmers' elevator at Lamont, Okla., is being repaired extensively.

E. J. Miller expects to install a car loader in his elevator at Gausel, Okla.

A. D. Winsor is anticipating the building of an elevator at Manitou, Okla.

The prospects are favorable for the erection of a grain elevator at Lake Providence, La.

Repairs are being made on the grain elevator of E. P. Hicks of Vernon, Texas, at Davidson, Okla.

The Thomas Milling Company is the new proprietor of the elevators at Cleo and Isabelle, Okla.

A modern elevator of 40,000 bushels capacity has been opened up at Enid, Okla., by A. E. Stephenson.

A certificate of dissolution was filed by the Texhoma Mill & Elevator Company, located at Texhoma, Texas.

The Falkenberg Brothers' elevator at Medford, Okla., has been completed and the new machinery has been installed.

The R. H. Drennan Company of Forgan, Okla., have started the erection of an 8,000-bushel grain elevator at that place.

It has been decided by the business men and farmers around McAllen, Texas, to erect a co-operative grain elevator.

The W. A. Chambers Company of Clarksville, Tenn., has established a retail grain and feed business at Russellville, Ky.

The A. E. Crouch Grain Company is doubling its warehouse capacity at Fort Worth, Texas. This addition together with its elevator and warehouse

capacity already existing will give it a combined storage and handling capacity of about 80,000 bushels.

Work has been commenced on the elevator at Donna, Texas, which will have a capacity of 10,000 bushels when completed.

A grain elevator with a capacity of 30,000 bushels is now in course of construction at the Taft Ranch near San Antonio, Texas.

D. Story of Enid, Okla., has purchased half interest in the Garber Mill & Elevator Company from L. E. Bruce, Garber, Okla.

Amendments were filed by the Knight-Steger Grain Company of Dallas, Texas, changing its name to the Steger Grain Company.

J. D. Keaton is planning to organize a company with a capital stock of \$20,000 to build an elevator and custom flour mill at Prague, Okla.

It is reported that J. W. Gorsuch and J. S. Bottenfield from Joplin, Mo., are going to build a modern grain elevator and mill at Bartlesville, Okla.

Announcement has been made by W. B. Johnston that he is erecting another elevator on the Frisco Railway between Enid and Drummond, Okla.

With a capital stock of \$50,000, The Myers Distributing Company of Athens, Ga., was incorporated to buy and sell grain, groceries, hay, meats, etc.

It is reported that Oscar Jones, formerly of Banty & Jones, New Orleans, La., is planning upon the erection of a 70,000-bushel elevator at Newellton, La.

The recently incorporated Stillwater Cotton & Grain Company of Stillwater, Okla., expects to build a grain elevator. The company is capitalized at \$10,000.

The Welge Grain Company of Blackwell, Texas, has been incorporated with a capital stock of \$15,000 by R. G. Welge, J. Grop, B. Easterday, all of Blackwell.

The Graham Mill & Elevator Company of Graham, Texas, has made plans for the construction of a 10,000-bushel elevator, costing approximately \$3,500, at Megargel.

The Union Lumber & Grain Company of Oklahoma City, Okla., has been incorporated by S. K. Bernstein, F. A. Van Doran, Edward Spiers, all of Oklahoma City.

Plans are being prepared for the Lake Charles Grain Company, Lake Charles, La., for the erection of an addition to its plant for the manufacture of steam cooked molasses food.

C. Pierce, W. O. Morrison and L. T. McAtee are the promoters of the new elevator to be built at Faxon, Okla., in time for the next crop. The elevator will have a capacity of about 10,000 bushels.

The Farmers' Elevator Company of May, Okla., was recently formed with capital stock placed at \$5,000. The organizers are: Charles Jones, W. F. Gray, F. M. Sumpter and C. W. Leist, all of May.

Charles Gould and E. M. Blue have organized the Augusta Elevator Company at Cherokee, Okla. They will convert the property of the Augusta Mill Company, which they have purchased, into an elevator.

The wholesale grain, feed and flour establishment of Crawford, Cammack & Co., at Mobile, Ala., has been dissolved. Mr. Crawford has retired and the business will be conducted hereafter as J. D. Crawford & Co.

A contract has been awarded to the Burrell Engineering & Construction Company of Chicago, Ill., for the building of a 100,000-bushel reinforced concrete elevator to be owned by the Chickasha Mill & Elevator Company of Chickasha, Okla.

The A. Waller Company of Henderson, Ky., for whom the Burrell Engineering & Construction Company is building a new elevator, has just ordered the Chicago firm to build six additional tanks to those under process of construction.

The Wheeler Grain Company of Weatherford, Okla., has filed articles of incorporation, placing the capital stock at \$25,000. The organizers of the company are W. O. Wheeler, R. L. Lockstone of Weatherford and J. W. Wheeler of Oklahoma City.

The Georgia Products Company are going to establish river terminals at Columbus, Ga., to be in operation by September 1. Grain elevators, elevated railroad tracks and coal shutes will be installed to facilitate loading directly from the car to the Chattahoochee River steamboats.

Application for a charter will be made by the Edinburg Grain & Milling Company of Edinburg, Texas, in the near future. The capital stock of the firm is placed at \$7,000 and the officers are: President, John F. Sim; vice-president, Clayton Dumont; treasurer, A. Ledbetter; secretary, W. R. Montgomery. The directors have placed an order for a corn sheller, with other necessary equipment, including motive power, and plans and specifications for the sheller room, corn bins and a four-bin elevator are being drawn up. Arrangements have been made with the railroad for a right-of-way and trackage.

MISSOURI, KANSAS AND NEBRASKA

W. H. Hurley is erecting elevators at Clinton and Rockville, Mo.

A Farmers' Union elevator is to be constructed at Vlieto, Kan.

Ground has been broken for the new elevator at Pierceville, Kan.

The Shea Equity Exchange has purchased an elevator at Shea, Neb.

New machinery is being installed in the Derby Elevator at Bern, Kan.

T. C. Bundy bought Harvey Reed's elevator at Drexel, Mo., not long ago.

The farmers' elevator at Saxman, Kan., has been purchased by E. S. Leonard.

George Maya has bought the elevator at Huntsville, Mo., from Sutliff & Harlan.

J. Heinen's elevator at Wetmore, Kan., has been purchased by the Farmers' Union.

The Farmers' Elevator Company of Morganville, Kan., is erecting a new office building.

The new elevator being constructed at South Raymond, Kan., is rapidly nearing completion.

The Finchville Elevator Company has been formed at Finchville, Neb., with a capital of \$15,000.

Thos. Rayl, a farmer near Hutchinson, Kan., is erecting an elevator of 25,000 bushels capacity.

F. F. Roby has purchased a site at Kearney, Neb., on which he will erect a concrete grain elevator.

The elevator at Bracken (mail to Nemaha), Neb., has been bought by the Bracken Grain Company.

The Kansas City Elevator Company, it is reported, will build a grain elevator at Kansas City, Mo.

The Golden Belt Elevator, owned by Taylor Miller and located at Salina, Kan., is being repaired.

The James Grain Company of Clay Center, Kan., is building a warehouse in addition to its elevator.

Capitalized with \$25,000, the Farmers' Grain & Stock Company has been incorporated at Polk, Neb.

The Wells Co-operative Company at Wells, Kan., has been incorporated with a capital stock of \$6,000.

A 10,000-bushel grain elevator is being built at Benton, Kan., by the Stevens-Scott Grain Company.

The Farmers' Elevator Company of Iuka, Kan., has sold its elevator to the Farmers' Equity for \$3,125.

The new elevator at Lexington Junction, Mo., owned by H. H. Perine & Co., of Chicago, is finished.

The new elevator belonging to the Farmers' Elevator Company of Canton, Kan., is nearing completion.

C. A. Kalbfleisch has remodeled the elevator which he recently purchased from A. A. Bradley of Harlan, Kan.

The Kelso Grain Company is planning to establish an 8,000-bushel elevator at Star Valley, near Mineral, Kan.

W. W. Canon and G. B. Wyatt, of Adrian, Mo., have begun building the 12,000-bushel elevator at Passaic, Mo.

The Farmers' Union Co-operative Association has let the contract for an elevator to be constructed at Edgar, Neb.

Two concrete storage tanks to hold 25,000 bushels are being built by the Farmers' Elevator Company of Woodston, Kan.

The Red Elevator at Seneca, Neb., has been purchased from Ed. M. Collins by the Farmers' Union of Nemaha County.

The elevator at Glasco, Kan., is being remodeled and new machinery is being installed by the Morrison Grain Company.

With the erection of the new elevators at Salina, Kan., this season, the elevator capacity of that city will be 1,025,000 bushels.

The capital stock of the Farmers' Grain & Supply Company of Greensburg, Kan., has been increased from \$10,000 to \$20,000.

The Anderson-Gainer Company of Louisiana, has let a contract for the erection of a grain elevator at Ashburn, Mo., to cost \$4,500.

The directors of the Farmers' Co-operative Union of Smolan, Kan., have made plans for the erection of an addition to their elevator.

The Rock Mill & Elevator Company of Hutchinson, Kan., has sold its elevator at Partridge, Kan., to the Partridge Equity Exchange.

A deal was recently consummated whereby Fred Crome came into possession of the elevator business of E. E. Koenke at Bremen, Kan.

The Farmers' Elevator & Live Stock Company of Glenwood, Neb., has purchased the Trans-Mississippi Elevator located at Glenwood.

An 8,000-bushel elevator of cribbed construction is to be constructed at Brazilton, Kan., by the Wickard Grain Company. It will be equipped with a 16-

horsepower Charter Oil Engine, No. 35 Western Cleaner, car loader and a 1,000-bushel automatic scale.

The Guyton-Harrington Horse & Mule Company of Kansas City, Mo., is building a 30,000-bushel elevator at its assembling yards at Lathrop.

The Loomis Grain Company of Loomis, Neb., expects to build an elevator on the site of the mill which was burned down a few months ago.

The Doty Grain Company has purchased H. H. Howell's grain elevator at Cunningham, Kan., and will install a car loader and wagon scale.

The Ferguson-Shircliffe Grain Company has moved its offices from the Hoke building to the First National Bank Building at Hutchinson, Kan.

The elevator of the Farmers' Elevator Company of Ogallah, Kan., is being remodeled and enlarged and a new office building is being built by the same company.

The office of the Farmers' Elevator Company of Rushcenter, Kan., has been remodeled, the scales rebuilt and other improvements have been made this Spring.

A contract has been let by W. J. Ebersole to the Burrell Engineering & Construction Company of Chicago for the erection of an elevator at New Hampton, Mo.

A new company has been organized by the farmers around Friend, Neb., to purchase the elevator and perhaps the mill of the Acme Mill & Elevator Company.

The Brunswig Grain Company has been formed at St. Joseph, Mo., by A. J. Brunswig, O. W. Watkins and A. H. McDonald. The capital stock of the firm is placed at \$20,000.

The Murray Grain & Hardware Company of Ianta, Mo., was recently formed with capital stock of \$23,000. The organizers are: C. W. Murray, S. S. Potter and F. Murray.

A deal was recently closed by which the Farmers' Union came into possession of the Fred Thies elevator, coal sheds and a number of city lots, located at Wayne, Neb.

The Wilson Milling & Elevator Company of Wilson, Kan., expects to build concrete wheat storage tanks of 100,000 bushels capacity in addition to making various other improvements.

The Southwestern Milling Company of Kansas City, Mo., is constructing six additional grain storage tanks with a capacity of 150,000 bushels in addition to its present storage plant.

The Valier & Spies Milling Company is interested in the construction of a reinforced concrete elevator to adjoin its mill at St. Louis, Mo. The cost of building will amount to \$100,000.

The Norris Grain Company of Kansas City, Mo., has just placed its contract with the Burrell Engineering & Construction Company of Chicago, Ill., for an 850,000-bushel concrete grain elevator.

Morris Bond is the president and Harvey James the secretary of the newly incorporated Co-operative Elevator Company of Rossville, Kan. A new elevator, which will cost \$8,000, is to be built this Summer.

Four steel tanks for the storage of grain are being erected by the Grant Tower Milling Company at Washington, Mo. The tanks are 20 feet in diameter and 40 feet high, and have a capacity of 10,000 bushels each.

A 12,000-bushel elevator, to cost about \$4,000, is to be constructed at Hastings, Neb., by the Farmers' Grain & Supply Company, whose annual statement for the past year showed \$12,048.42 of undivided profits.

CANADA

It is reported that a grain company in Alberta is proposing the erection of an elevator at Raymond.

The Lake of the Woods Milling Company, Ltd., Winnipeg, has purchased the Farmers' Elevator at Whitewood, Sask.

The Fyfe Grain & Elevator Company, of Davis, Sask., has dissolved partnership. F. T. Graves will conduct the business in the future.

The Western Terminal Elevator Company, Ltd., Ft. Williams, expects to erect a mixing elevator, costing about \$100,000, at that point.

A contract has been let for the construction of a concrete annex to the present elevator of the Dwyer Elevator Company on Island No. 2, Winnipeg, Man.

A larger and more modern elevator is to be built by the National Elevator Company, Ltd., Port Arthur, Western Ontario, on the site of the one which burned in May.

A. S. Arnold expects to construct a new elevator at Ipswich Siding (Shoal Lake p. o.), Man., on the site of the one which was burned. The new elevator will be metal covered and will have a capacity of 30,000 bushels. The equipment will include a rope drive and gasoline engine.

HAY, STRAW AND FEED

W. S. McGaffney is opening a feed establishment at Virginia, Neb.

The Bonnell Brothers are erecting a feed store at Lawnville, Pa.

A new feed and flour store is being opened at Leslie, Ark., by Roscoe Begley.

A building permit was taken out at Warren, Ohio, by the Wadsworth Feed Company.

The feed business at Paris, Ill., has been discontinued by its owner, Forest Gardner.

A feed business has been opened by John Marksberry on Main street, Williamstown, Ky.

The American Feed Company has been chartered at Muddy Forks, Pa., with a capital of \$50,000.

C. F. Smith of St. Elmo, has purchased the feed establishment of Wallace Crevos at Moweaqua, Ill.

The feed store of Nick Seibold at Alton, Ill., has been bought from him by the Straif Feed Company.

Morris Van de Bogart has disposed of his feed business at Hudson, N. Y., to Captain Louis Rote.

E. D. Blanchard, I. B. Allender, Hugh Barnhill, Blanche Blanchard and Myrtle Stringfellow have

organized the Wallston Feed and Poultry Company at Cincinnati, Ohio, with a capital stock of \$10,000.

Hamilton & McDonald have disposed of their feed business at London, Ohio, to Thomas Lyden of Columbus.

The proprietors of the Toledo Milling Company have bought the feed business of Bruton & Chitty, at Toledo, Iowa.

Articles of incorporation have been filed by A. Miller, W. A. Fallin and G. L. Miller for the Miller Feed & Produce Company at Jefferson City, Mo.

G. W. Hudson and George Ream, who bought the feed business of Frank Avey at Lancaster, Ohio, expect to make numerous improvements on the plant.

Application was made May 24 for the charter for a firm to be incorporated as The American Feed Company at Lancaster, Pa. Arthur Black, John Frank Weaver and Richard H. Zechor are the organizers.

The firm of W. E. Jones & Co., wholesale feed and flour and retail feed and seed dealers of Ottumwa, Iowa, has been reorganized. W. E. Jones and Lewis Goehring having retired, the firm consists of J. H.

Baltimore will have another Big HESS DRIER

—this time at the New Port Covington Elevator of the Western Maryland Railroad.

It is seldom that a **Chamber of Commerce** will take the trouble to investigate and report on driers, but in this case it sent a committee to several cities to look up Driers.

As usual—the Hess was preferred and recommended—and the railroad has bought it.

This makes three big Railroad Export Hess Driers at Baltimore, the B. & O. at Locust Point, the Northern Central at Canton and now, the Western Maryland at Port Covington.

Hess-Dried Corn is Best Dried

The records and the repeat orders for Hess Driers prove it.

A brand new Catalogue, also a list of producers of Hess Dried Corn is just issued. ASK FOR ONE.

Hess Warming & Ventilating Co.
1210 Tacoma Bldg. Chicago

and G. F. Spry and E. F. Slutz, and will do business under the firm name of Spry-Slutz Grain Company.

One of the oldest landmarks of Santa Anna, Cal., is to be razed to make way for a new brick and corrugated iron hay shed, which will be owned by Walter L. Moore. The barn will be 46x125 feet and will cost about \$2,000.

W. D. Power & Co., hay commission merchants of New York City, advises shippers, in a recent letter, that, in his opinion, they will be exercising good judgment in purchasing all the good, merchantable hay, of the various grades, they can at fair values; sending it to market gradually during the next two months.

CHICAGO HAY MARKET

Albert Miller & Co., Chicago, Ill., report for the second week in June as follows: "All grades of timothy are in good demand with best grades

the market (except alfalfa, cowpea and vetch), and the superior of the average commercial hay."

PLUGGING SYSTEM OF HAY INSPECTION

There has been growing for a long time in the hay trade of the country a sentiment for better conditions, and there has been no firm more quick to adopt new methods or system than Albert Miller & Co., of Chicago, one of the largest handlers of hay in the Middle West. On this line of improvement they have adopted the "plugging" method of inspecting each car of hay handled by them and are the only hay receiving and shipping firm using this system. They claim that it insures the shipper and buyer of hay a true, honest inspection and a true, honest price on every car of hay which they receive and ship.

The accompanying illustration shows this manner of inspection. The photograph was taken in the St. Paul yards at East Division near Halsted street,

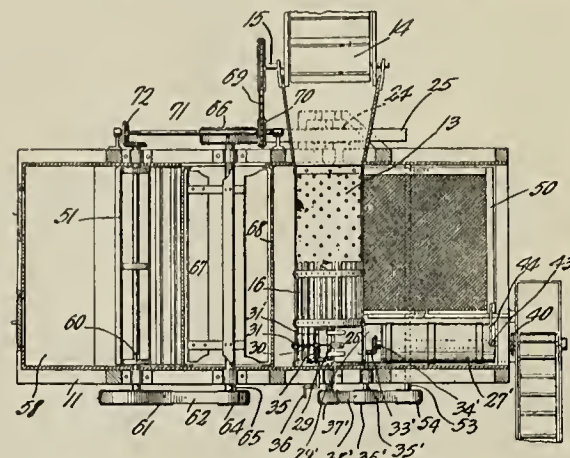
GRAIN TRADE PATENTS

Bearing Date of May 11, 1915

Kafir Corn Header.—Joseph W. Hoover, Winfield, Kan. Filed June 29, 1914. No. 1,138,953.

Corn Shelling Machine.—Charles P. Oeth, Mount Vernon, Ind. Filed May 22, 1914. No. 1,138,779. See cut.

Claim: A corn shelling machine comprising a concave, an agitating shaft extending therethrough, a



movably mounted cob riddle drum adapted to receive the material as it is ejected from the said concave, means for vibrating the said cob riddle drum.

Magnetic Separator.—David L. Rand, Ayr, N. D. Filed January 15, 1915. No. 1,138,889.

Bearing Date of May 18, 1915

Grain Car Door.—Charles W. Bash and Ambrose Bash, Kansas City, Kan. Filed November 14, 1912. No. 1,140,100.

Bearing Date of May 25, 1915

Feed Mixer and Carrier.—Joseph M. Moore, Unadilla, N. Y. Filed February 27, 1914. No. 1,141,000.

Grain Pickling Device.—George H. French, Lake Centre, Saskatchewan, Canada. Filed July 17, 1914. No. 1,140,509. See cut.

Claim: A grain pickling device, comprising a frame, a hopper supported on said frame, means for regulating the flow of grain from said hopper, an inclined



PLUGGING HAY CAR FOR INSPECTION AT CHICAGO

still leading, scarcity of good hay, however, is causing a better demand for lower grades.

"The demand for prairie shows improvement, influenced by high prices of timothy. We advise shipment of better grades, upland and good marsh feeding. Weedy hay is almost unsaleable. No new alfalfa has yet arrived with only an occasional car of old coming in. Some inquiry for new. Good demand for straw of all kinds, rye especially."

HAY AT ST. LOUIS

Toberman, Mockey & Co., of St. Louis, Mo., report for the week ending June 12, as follows: "The receipts of timothy hay since Monday have been running rather light. The demand for hay, however, is quiet and especially quiet on everything but good stuff. There is a better feeling on this market. However, the prospects for improvement are better in our opinion than they were Monday. Other terminal markets are holding firm and it looks like the St. Louis market is going to at least remain where it is, with good prospects for a little improvement both in the demand and the price.

"There is very little alfalfa coming in. There is a good demand for good stuff. New hay is scarce, but if cool, is in good demand. The medium grades are hard to place. High grades of prairie are scarce and in strong demand. The medium grades are as dull as ever."

HAY IN GEORGIA

Estimates of the movement out of Georgia annually for hay vary from \$10,000,000 to \$20,000,000, says a correspondent of the *Manufacturer's Record*. Most of the hay brought in is timothy, and freight and profits added after it leaves the farmers' hands in the Northwest and before it reaches the consumer in Georgia are about \$8 per ton. This gives the Georgia hay grower a great advantage over the Northwestern farmer.

Pea-vine hay is greatly superior to timothy. Pea vines build up the soil while enriching the grower. The Georgia State chemist writes of the food value of pea-vine hay, analyzing it as 13.7 per cent protein, 2.3 per cent fat, 24.7 per cent and 37.6 per cent carbohydrates, and adds: "The percentage of protein in pea-vine hay is practically double that found in hay from mixed grasses or timothy hay. Clover hay contains 12.5 per cent protein, while pea-vine hay, as given above, contains 13.7 per cent protein. The flesh and muscle producing element in hay is protein. Pea-vine hay is the equal of any hay on

Chicago. The firm had 31 cars of hay on track at the time. One of the helpers is shown on the wagon in the act of lifting a bale of hay. These pluggers, as they are called, work the entire day and give their inspection slips to the salesman in charge at the tracks or deliver them to the main office of the company at night. The pluggers take enough hay from the car to give the inspectors complete information as to its contents. This system is followed by them in all the yards of the city in which hay is received. At the two principal yards of the city the company had on the day this picture was taken a total of 75 cars.

The "plugging" method of car inspection has received the endorsement of the National Hay Association as the surest and safest for country shippers to depend on. It also gives the buyer full assurance as to the quality and grade of hay he is purchasing.

SLENDER WHEAT GRASS

Slender wheat grass is a native of North Dakota. In trials with it recently at the Dickinson (N. D.) Experiment Station it has been found that 15 to 20 pounds of seed is required per acre, and that it is killed by one plowing. It needs to be cut off early for hay, as it becomes woody as it matures. It does not make as good pasture as hrome grass.

Charles Noonan, N. E. Hester, C. E. Hutcherson and John H. Aferitt have incorporated the Fulton Flour, Feed Dealers & Manufacturing Company at Fulton, Ohio, with capital stock of \$12,000.

HUFFINE & COMPANY

Wholesale

HAY

and Grain

(Members National and Kansas City Hay Dealers Association)

Established 1888.

Kansas City, Mo.

"Price and Quality Right"

DYER & CO.

Reliable **HAY** Merchants

Write us for delivered prices on ALFALFA

705 Live Stock Exchange, KANSAS CITY, MO.



Carlisle Commission Co.

(Established 1889)

WHOLESALE HAY AND GRAIN

736-738-746 Live Stock Exchange Building

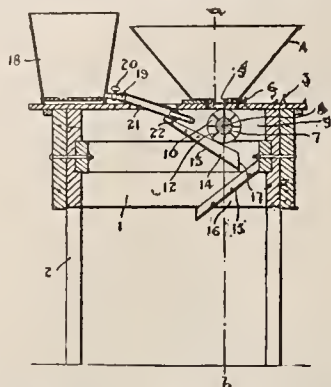
KANSAS CITY, MISSOURI

(The World's Greatest Hay Market)

If you have Hay we want it—if you want Hay we have it. We have unequalled facilities, the largest established trade and outlet. Liberal advances on consignment. Kansas City handling charges the lowest, service the best.

GET OUR DELIVERED PRICES

trough shaped member arranged below the hopper, a horizontally rotatable member adapted to intercept the grain falling from the hopper and to discharge



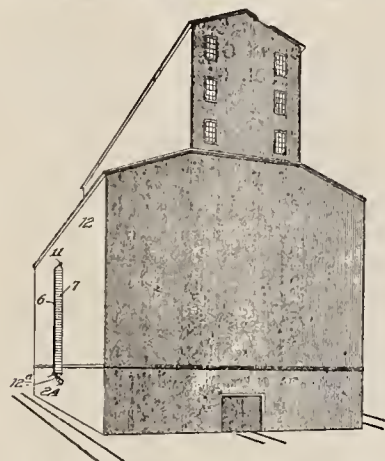
same intermittently upon the inclined surface of the trough, and means for directing a spray of pickling fluid upon said grain as it falls upon said trough.

Bearing Date of June 1, 1915

Feed Grinder.—Leonidas Pehoud, Beatrice, Neb. Filed November 26, 1913. No. 1,141,825.

Grain Drier.—George H. Hess, La Grange, Ill. Filed May 27, 1914. No. 1,141,546. See cut.

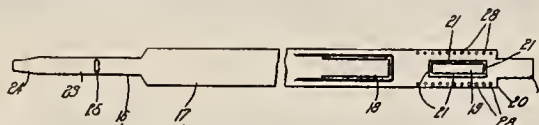
Claim: Grain-drying apparatus comprising a structure having openings in its sides and adapted to support the grain to be dried, means adapted to connect the upper end of the structure with the interior of a building for receiving grain, and means adapted to



convey the grain from the lower end of said structure into said building, said structure being so located relative to the wall of said building that said wall will extend at the rear portion of said structure and at substantially right angles to the sides of the latter and deflect natural currents of air into said openings, for the purpose set forth.

Car Door Seal.—Warren F. Fraser, Boston, Mass., assignor to Fraser-Tufts Manufacturing Company, Boston, Mass., a corporation of Massachusetts. Filed June 11, 1914. No. 1,141,895. See cut.

Claim: A seal formed of a strip of flexible sheet metal bent backwardly upon itself at one end thereof to form a chamber with an entrance at one end of said chamber in its lower half and a tongue projecting into

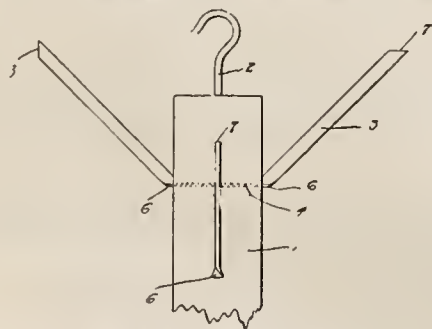


said chamber adjacent to and above said entrance, the upper half of said chamber having converging side walls, and the opposite end of said strip being bent to form a hook with sides converging toward the end of said hoop, said strip capable of being bent between its ends, whereby said hook may be inserted in said chamber engaging the tongue therein and with the end of said hook projecting into the upper half of said chamber and with the converging sides of said hook engaging the converging side walls of said chamber.

Bearing Date of June 8, 1915

Seed Corn Hanger or Drying Rack.—Edmund E. Brown, Persia, Iowa. Filed August 15, 1913. No. 1,142,484. See cut.

Claim: In a device of the character described, in combination, a hanger of wood, an ear-corn-sustaining



means for said hanger, said sustaining means comprising a flat-steel-bar forced through said hanger and twisted adjacent the opposite faces thereof from which points the opposite ends of the bar diverge upwardly.

A CENSUS of the grain storage capacity of the United States is now being taken by the Bureau of Crop Estimates. Details will soon be available for all the states.

OBITUARY

Edmund F. Hanley, a grain and feed merchant of Germantown, Pa., died June 1, 1915.

John E. Bratton, for ten years employed by the Globe Elevator Company of Duluth, Minn., died May 31.

H. P. Hendrickson, formerly in the grain and hay business at Brooklyn, N. Y., died there, aged 64 years.

After suffering a long illness, F. P. Williamson, a feed and flour merchant of Syracuse, N. Y., died at his home there.

Jefferson Hogan of the New York City Produce Exchange died at his home from a stroke of apoplexy, aged 52 years.

Milton H. Bosworth, of Bosworth & Son, grain dealers, passed away at Leonmister, Mass., not long ago, at the age of 57 years.

Frank D. Woodlock, a grain broker of St. Louis, Mo., committed suicide by shooting himself in the head with a revolver on June 1.

Charles W. Coyle was drowned near Sheho, Sask., May 16, through the capsizing of the boat which he was rowing. He was grain buyer for the N. Bawlf Company at Winnipeg.

After suffering for a long time from tuberculosis, William Hunter died in a hospital at Minneapolis, Minn. June 3. He had been connected with the cash grain trade for many years.

James Harris Everett, for the past 27 years a prominent feed and grain merchant of Atlanta, Ga., passed away at his home May 22. He is survived by his widow, five sons and two daughters.

Typhoid pneumonia, which developed into Bright's disease, caused the death of William Froedtert, president of the Froedtert Malting Company of Milwaukee, Wis., on May 21. Mr. Froedtert, who was 63 years old, had been president of the company since 1887, and had been connected with the firm for 40 years. He had been a member of the Cham-

ber of Commerce since 1886. He leaves his widow and two children.

William Anthony, an old member of the grain trade in New York city, passed away recently. Mr. Anthony, who had been out of the trade for several years, was once connected with the firm of Brooks, Roy & Anthony.

Heart trouble caused the death of J. F. Gloe, manager of the Gate City Malt Company and a well-known member of the Omaha Grain Exchange of Omaha, Neb. Mr. Gloe was 50 years old and is survived by his widow.

Richard Sarlls passed away at a hospital in Evansville, Ind., after undergoing an operation. He had been in the grain and milling business for many years and was 25 years old. He is survived by his widow and six children.

Conway W. Ball, one of the old dealers in the grain and flour trade of Buffalo, N. Y., died May 17 at his home. He was 76 years old and for 50 years had been a resident of Buffalo. He was one of the earliest grain merchants, first employed by Cobb & Co., and later conducting a business of his own.

After an illness of some time, E. G. Brown, a former member of the Board of Trade, and secretary and treasurer of the Hooper Grain Company, Chicago, Ill., passed away at his home at 9345 Pleasant avenue, Longwood. He is survived by his widow. Further details of his life will be found elsewhere in this issue.

A body, found in a river at Ogden, Utah, was identified as that of Charles H. Miller, former grain dealer of Salt Lake, Utah, who has been missing since March 24. On that date Mr. Miller failed in the grain business and left a note saying that he had gone to Mexico to "begin all over again." He was 49 years old and had been engaged in the grain trade for about 13 years.

Write For This Free Book

Elevator and Grain Men

If you are a grain man, elevator man, mill operator, owner of engine or other power, you will want this book, "The Story of a Wonderful Flour Mill."

The Midget "Marvel"

Self Contained Roller Flour Mill

Just the thing for grain men, elevator men and others with waste power, waste space and waste labor, or for the man who wants to get into a good steady paying business on a comparatively small investment.

We can cite you to scores of grain men and others all over the country who are making big money with this little mill wonder.

This book tells you all about it and gives you facts, figures, estimates, plans and terms. Testimonials from actual users.

Write For It Today.

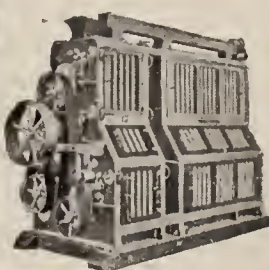
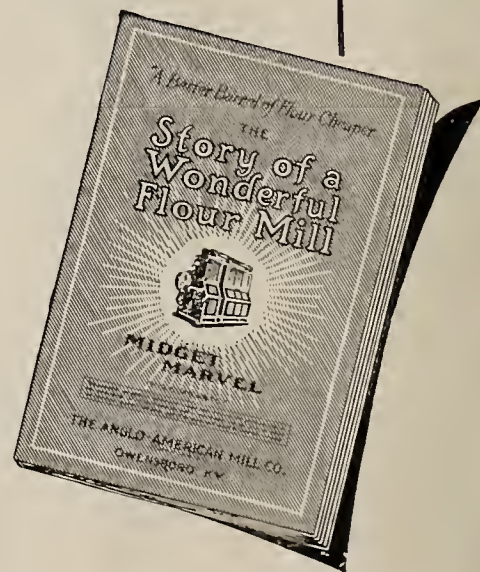
and learn what great possibilities are in store for you to turn your wheat into more money with this marvelous "Midget" Marvel Self-Contained Roller Flour Mill.

See the "Midget" running at San Francisco Exposition—
Palace of Food Products Building.

Anglo-American Mill Co., Inc.

445 Fourth Street

Owensboro, Ky.



FIELD SEEDS

A seed and grain establishment has been opened at Nicholasville, Ky., by John R. Williams.

An agency for the Danish Seed Import Company of Minneapolis, Minn., will be established at Luck, Wis.

The capital of the John H. Allan Seed Company at Sheboygan, Wis., has been increased from \$180,000 to \$210,000.

W. S. Humbert has sold his interest in the Arizona Seed Company, situated in Phoenix, Ariz., to F. G. McNabb of that city.

A new seed and feed store has been opened in Royal Oak, Mich., to operate under the firm name of the Royal Oak Grain Company.

The Wright Realty & Seed Company, Orlando, Fla., formerly owned by W. W. Wright, deceased, has been sold to Evan Alexander of Tampa, Fla.

The Door County Seed Company at Sturgeon Bay, Wis., expects to erect a frame building, 28x70 feet, and two stories high, covered with steel sheeting.

Articles of incorporation were filed by the Wisconsin Seed & Fertilizer Company at Oshkosh, Wis., by Carl Rowekamp, Henry Rowekamp and A. Ross.

The King Seed Company has been formed at Indianapolis, Ind. The company was organized by N. M. King, J. M. King and E. E. Walker to deal in seeds and grain.

The Grand Junction Seed Company of Grand Junction, Colo., is going to install an electric seed cleaning machine in its plant next Fall to clean all kinds of grain and seeds.

The American Seed Trade Association will convene in San Francisco, Cal., from the 20th to 24th of June. Members will make a tour of inspection of seed farms throughout the southern portion of Santa Clara County.

R. B. Hutchcraft & Co., of Paris, Ky., have filed articles of incorporation to conduct a business of buying, selling and dealing in grain, seeds, wool and farm products. The firm, which was capitalized for \$15,000, is composed of R. B. Hutchcraft, Mrs. D. A. Hutchcraft and Reuben B. Hutchcraft, Jr.

Chas. E. Prunty of St. Louis, in a recent letter to the "American Grain Trade" says: "Reports on prospect for grass seed, *Proa protensis*, are mostly good in the vicinity of St. Louis, but the season is not far enough advanced to tell certainly what the crop may be."

The announcement was recently made that the grain and seed firm of Caughey-Swift Company of Detroit, Mich., has been dissolved. The company was organized about one year ago and bought up the old Detroit elevator. Associated with Mr. Caughey will be J. A. and Wm. R. Jossman. The firm will conduct a seed business under the name of Caughey, Jossman & Co. Mr. Swift will go into business for himself.

THE VALUE OF THE SEED TEST LABORATORY APPRECIATED

That the farmers are beginning to appreciate the value of the state's seed-testing laboratory at University Farm, St. Paul, Minn., is shown by the fact that month for month, twice as many samples as last year are being submitted this year for analysis, and that the increase has not been from seedsmen, but from practical farmers. A farmer in central Minnesota sent in a sample of seed for testing, stating at the same time that he did not have much faith in it. The purity test showed 98.5 per cent timothy, but .23 or 1 per cent Canada thistle. The germination test disclosed the fact that the timothy was worthless while the Canada thistle gave 100 per cent germination. If this farmer had planted this seed, he would have raised no timothy, but instead would have had 2,500 thistles to the acre. The farmer, upon receiving the report, apologized for his former statement and said that he would never plant any more untested seed.

TOLEDO SEED MARKET

Southworth & Co., of Toledo, in a special letter, June 10, say that clover usually gets a good start in years when Winter wheat yield is large. Conditions that favor the latter are good for the former. A good start doesn't always assure a large yield of seed, but it helps some. After the Winter wheat is harvested, clover still has months to go to harvest. Mid-summer is the critical period.

"Clover acreage this year is large. We have heard no complaints. This makes rather a quiet market. If there was any trouble Toledo would hear about it. Toledo is the clearing house for

clover news, being the only market where futures of clover and other seeds are traded in actively. Toledo has a strategic location on the clover map, being in the heart of the chief clover growing and distributing region.

"This is no time for the bulls to take the bit in their teeth. On the other hand the bears have a healthy respect for what may happen later on. There are possibilities both ways. In 1913, prices kept above \$8 most of June and all of July. They went above \$9 the early part of August and fell below \$7 later in the same month.

"In 1911 prices were a little over \$8 early in June, ended the month at \$9, made a net advance of \$1.75 in July and went to \$12.00 in August. Weather and speculation govern."

SEED TRADE MARKS

The following new seed trade-marks were published by the U. S. Patent Office during the last month: "Viking" seeds. Northrup, King & Co.,

McCULLOUGH'S SEEDS.

Ser. No. 86,213.



Ser. No. 84,378.

Minneapolis, Minn. Filed February 8, 1915. Ser. No. 84,378. See cut.

"McCullough's Seeds." The J. M. McCullough's Sons Company, Cincinnati, Ohio. Filed April 26, 1915. Ser. No. 86,213. See cut.

At the close of the Crimean War in 1854, wheat was \$1.85 and after the Civil War it reached \$2.85.

The new wheat crop of Uruguay will be much less than the preceding year but probably a little better in quality. The seed suffered greatly this year through excessive rains, much of the wheat planted being ruined, particularly the early wheat. Late wheat suffered also, but to a much less extent.

THE ILLINOIS SEED CO.
CHICAGO, ILL.

We Buy and Sell

FIELD SEEDS

Ask for Prices.

Mail Samples for Bids.

Grain and Seeds

GRASS SEED FOR SALE

Parties wanting Sudan grass seed, communicate with LUBBOCK GRAIN & COAL CO., Lubbock, Texas.

ALFALFA SEED FOR SALE

Also Millet, Rape Seed, Timothy, Cane, Sweet Clover or anything in the seed line at CAMPBELL'S SEED HOUSE, Dept. C, Seward, Neb.

SEEDS FOR SALE

We are prepared to book your orders for the following seeds: Alfalfa, Cane, White and Yellow Maize, Kaffir, Feterita, German, Golden, Siberian, Hog Millets, in carload lots or mixed cars. We live in the heart of district where the above seeds grow. Sample sent on request. L. A. JORDAN SEED CO., Winona, Kan.

Southern Seeds

Cow Peas, Velvet Beans, Soy Beans, Sorghum, Kaffir Corn, Feterita, Shallu, Teosinte, Japanese Millet, Peanuts, Burr Clover, Japan Clover, Sudan Grass, Rhodes Grass, Natal and Bermuda Grass, Beardless Barley, Fulghum Oats, Abruzzi Rye. N. L. WILLET SEED COMPANY, Augusta, Ga.

SHORT TIMOTHY YIELD?

Many advices on timothy indicate a short crop, owing to a poor start. Are present levels too high on this basis? More detailed information on outlook, with price trend of other years, on request. Every facility for executing your investments and hedges in timothy and clover. Inquiries invited.

SOUTHWORTH & COMPANY
TOLEDO, OHIOBUYERS
and
SELLERS

Medium, Alsike,
White, Alfalfa,
Clover, Timothy,
Grasses, etc.

Mail Samples.

Ask for Prices.

Milwaukee Seed Co.
Milwaukee, Wis.

SEEDS

Grain, Clover and Grass Seeds,
CHAS. E. PRUNTY,
7, 9 and 11 South Main St. SAINT LOUIS

The ALBERT DICKINSON COMPANY

GRASS SEEDS FIELD

To Meet Demands Of

PURE SEED LAWS

Chicago

Minneapolis

ASSOCIATIONS

THE CONVENTION CALENDAR

June 22, 23 and 24—American Seed Trade Association at San Francisco.

June 30, July 1—Ohio Grain Dealers' Association, Cedar Point, Ohio.

July 6, 7 and 8—National Hay Association at Niagara Falls, N. Y.

October 11, 12 and 13—Grain Dealers' National Association at Peoria, Ill.

THE HAY CONVENTION

The Fourth of July comes on Sunday this year, and will be celebrated the following day, so that no one will have to miss a business day getting to the National Hay Association convention which opens on July 6 at Niagara Falls. The place chosen for the gathering ought to attract a great many dealers, for the entertainment afforded at this great national resort are many and diversified, and the International Hotel, the headquarters, is noted for its accommodations.

But in addition to the advantages of the time and place, the convention offers a program of the greatest interest, and problems will be discussed which affect every hay dealer in the country. The program is as follows:

Tuesday, July 6, 1915.

Opening Session, 9:30 a. m.: Convention called to order by President W. A. Cutler. Invocation—Rev. Herman Brezing, Pastor Zion Lutheran Church, Niagara Falls, N. Y.: Address of Welcome—Hon. Wm. Laughlin, Mayor Niagara Falls, N. Y.: Response in behalf of The National Hay Association—J. D. Cole, Kansas City, Mo.: Memorial Address—H. C. Jones, Chairman, Baltimore, Md.: Reading Minutes 1914 Convention—Secretary, J. Vining Taylor, Winchester, Ind.: Report of Board of Directors—President, W. A. Cutler, Adrain, Mich.: Report of Legislation Committee—P. E. Goodrich, Chairman, Winchester, Ind.: Report of Chief Inspector—F. M. Eoby, Cleveland, O.: Report of Committee on "Systematic and Improved Methods in Business"—W. I. Biles, Chairman, Saginaw, Mich.: Appointment of Committees.

Wednesday, July 7, 1915.

Morning Session, 9:30 a. m.: Report of State Vice-Presidents—R. H. Menefee, Chairman, Louisville, Ky.: Report of Committee on Statistics—J. E. Collins, Chairman, Cincinnati, O.: Address, "The State of New York"—Francis M. Hugo, Secretary of State, Albany, N. Y.: Report of Committee on Transportation—C. E. Nichols, Chairman, Lowell, Ind.: Paper, "Why You Should Affiliates with the National Hay Association"—Sam T. Rice, Metamora, Ohio.

Afternoon Session, 1:30 p. m.: Report of Committee on Arbitration—Jas. W. Sale, Chairman, Bluffton, Ind.: Address, "Uniform Bill Lading"—Hon. Atlee Pomerene, M. C., Canton, O.: Report of Grades Committee—F. L. Young, Chairman, Lansing, Mich.: Report of Secretary-Treasurer—J. Vining Taylor, Winchester, Ind.: Open session for one hour discussion: Discussion, Baling, Weights, Etc., led by W. A. Bunting, Jackson, Mich.: Paper, "Uniform Discounts"—D. W. McMillen, Van Wert, O.: Report of Auditing Committee: Report of Nominating Committee.

Thursday, July 8, 1915.

Morning Session, 9:30 a. m.: Report of Committee on Board of Directors' Report: Report of Resolution Committee: Unfinished Business: New Business: Installation of Officers: Adjournment.

Announcements.

Chicago Daily Grain Market Reports will be given four times daily by the Secretary in the Convention Hall.

Wednesday evening, July 7, 8 o'clock, a banquet will be given for every delegate, their families and friends in main dining hall of International Hotel. Tickets can be secured from Secretary Taylor or Mr. M. C. Neizer at \$1.00 per plate. Everybody cordially invited to be present. Music and singing.

Hay Exhibit on promenade. Everyone should see these type samples.

Special excursion rates from all points. Consult your ticket agent.

ENTERTAINMENT PROGRAM.

Tuesday, July 6.

10:30 a. m.: Reception for ladies. This is a "get-acquainted" affair, and all ladies should be on hand. 2 p. m.: Gorge Ride, very interesting. 2 hours along the Rapids and Whirlpool. Everyone should take this trip. Round trip, \$1.00.

Wednesday, July 7.

10:30 a. m.: Ladies' card party in hotel parlors. Light refreshments served. 2 p. m.: Drive about the Falls and Rapids for all ladies and friends, with visit to Shredded Wheat Co.'s plant. 7:30 p. m.: Banquet for all, followed by ball in ballroom.

Wisdom and experience provide that there shall be plenty of relaxation from the serious business of these Summer gatherings, and the fortunate ones who attend will have all the natural beauty and majesty which Nature has provided. The great sheet of falling water is a sight which every American should see. It is one of the world's great shows. Only slightly less impressive is the turmoil of the rapids and the tragic quiet of the great whirlpool. All these sights are included in the program.

At no association meeting are the relationships of delegates more cordial and friendly than at the hay dealers'. The opportunity afforded for becoming

ing acquainted with brother dealers under the most advantageous circumstances is one which should not be neglected, and results in a very material advantage in the conduct of future business. President Cutler and Secretary Taylor have made a splendid record during the year, and are warranted in the belief that this meeting will be one of the best that the National Hay Association has ever held.

TEXAS GRAIN DEALERS AT GALVESTON

The largest and best meeting ever held by the Texas Grain Dealers' Association was called to order by President E. W. Crouch at Galveston, May 24. In his annual address President Crouch said that the upheaval of world markets following the declaration of war in Europe had settled for all time in the minds of Southerners the value and necessity of the cotton and grain exchanges of the country.

Secretary Dorsey's Report

Secretary H. B. Dorsey reported a membership of 201. Receipts were \$5,292.32 and expenditures \$4,478.21, leaving a balance of \$814.11. Unsettled accounts bring the net cash balance to \$564.61. He made a strong plea for a claim department, which was afterward acted upon.

The Arbitration Committee reported 71 cases filed for application, involving \$14,809.56. Thirty-one cases were passed upon; default judgments in five cases, refused to arbitrate seven cases, 18 cases were compromised, one case dismissed. President Lee G. Metcalf urged that the Texas Association join the national body and Secretary Quinn endorsed him. Upon motion by President Crouch the suggested affiliation was adopted.

TUESDAY MORNING SESSION.

T. L. Moore, of Ft. Worth, presented the following resolution:

Whereas, the railroads of Texas have proposed to the Railroad Commission a new tariff of rates and a new set of transit rules to apply on grain and grain products; be it

Resolved, by the Texas Grain Dealers' Association that the sense of this association with reference to this new tariff and transit circular is as follows:

1. We have no recommendation to offer with reference to the volume of the rates proposed, being content to leave to the decision of the Commission a matter of such vital importance and having full confidence that the Commission will carefully consider all the facts and decide the case strictly on its merits and without bias and prejudice.
2. We approve in part the basis for making rates, which has been proposed, and also the general plan of the transit circular submitted.
3. We are strongly opposed to increasing the distance at which maxima rates are reached, and propose that such maxima rates on all commodities subject to the tariff be reached at a uniform distance of not to exceed 165 miles.
4. We strongly oppose any change in the boundary lines which now mark differential territory.
5. We favor retention of the rule now in effect, relating to the shelling of corn and the threshing of maize, kafir, etc., in transit.
6. We are opposed to the principle of granting a stop privilege after milling on any mill products, except on wheat, bran and shorts.
7. We are strongly opposed to any change in the existing rules and charges governing switching.
8. We favor retention of present arbitrary of 12½¢ over carload rates on L. C. L. shipments.
9. We favor retention of present transit rules on mixed feeds without limitation of percentage of ingredients.
10. We oppose any change in maxima weights.
11. We favor incorporating in the grain tariff rates on rice, bran and rice polish.
12. We are opposed to the equivocal language used in the rule proposed covering out-of-line and back-hauls.

A resolution was passed demanding that the association have a voice in the selection of chief grain inspector at Ft. Worth and Galveston.

Trade Rules Amended

The trade rules of the association were amended as follows:

Amend Section 11 of Article 9 of the Constitution and By-laws to read as follows:

"On appeal from Arbitration Committee to Executive Committee the appellant shall file all papers with the Secretary within fifteen days of the decision of the Arbitration Committee; failing to do so, the verdict of the Arbitration Committee shall be final. All awards of the Arbitration Committee or the Executive Committee shall be paid to the Secretary of the Association within twenty days after decision has been rendered, and the Secretary shall immediately remit the party entitled to same."

Amend our Constitution by adding Article 10, as follows:

"Section 1. The Secretary shall establish and maintain a claim department for handling railroad claims for members and others, who may elect to collect their claims through this department."

Section 2. Where all claims originating with any member or non-member are presented and filed with the Secretary for collection a charge of 10 per cent of the amount so collected shall be made.

Section 3. Whenever such member or non-member shall not file all claims with the department, and only present a portion of same, he shall then be required to pay 25 per cent of all amounts collected.

Section 4. Any claims which may be filed by individuals who are non-members shall be required to pay double the amount charged to a member.

Section 5. The Executive Committee shall have supervision and control of this department.

Amend Section 1, Article 3, of the By-laws to read as follows:

The dues of this Association shall be \$20.00 per year, payable annually in advance.

TUESDAY AFTERNOON SESSION.

The principal business of the afternoon session was the election of officers, the following being chosen: President, W. W. Manning, Ft. Worth; vice president, W. M. Priddy, Wichita Falls; second vice president, J. N. Beasley, Amarillo; secretary, H. B. Dorsey, Ft. Worth.

After adjournment the members were taken on a 20-mile boat ride in the Galveston harbor where they had opportunity of inspecting the 1,000,000-bushel Southern Pacific elevator, which has just been completed.

GOVERNMENT CROP REPORT

The Crop Reporting Board of the U. S. Bureau of Crop Estimates issued on June 8 the following estimates from reports of its correspondents and agents throughout the country:

Crop.	Per cent of 1914.	Acres.	Condition.			
			June 1, 1915.	June 1, 1914.	10-yr. av.	May 1, 1915.
Winter wheat	111.6	40,169,000	85.8	92.7	82.3	92.9
Spring wheat	109.8	19,248,000	94.9	95.5	93.8	....
All wheat	111.0	59,417,000	88.2	93.7	86.7	....
Oats	104.6	40,193,000	92.2	89.5	88.6	....
Barley	97.7	7,393,000	94.6	95.5	90.6	....
Rye	....	....	92.0	93.6	90.4	93.3
Hay	....	....	87.8	88.7	*87.6	89.8

*Seven-year average.

A GALVESTON record was broken when the steamer *Andreas* sailed recently from that port with a cargo of 356,000 bushels of wheat for Havre, France. The previous port record was held by the steamship *Orteric* with a cargo of 342,000 bushels.

For Sale

[Copy for notices under this head should reach us by the 15th of the month to insure insertion in the issue for that month.]

ELEVATORS AND MILLS

FOR SALE

A 25,000-bushel elevator in good running order, also grain house, 30x60, in good repair. Will be sold cheap if sold soon. MUNSON & CO., Macomb, Ill.

FOR SALE

An 80,000-bushel 25-bin steel elevator. BAY CITY RICE MILLING CO., Bay City, Texas.

FOR SALE OR RENT

A 100-barrel flour mill in southern Minnesota at one-fourth price. Easy terms. BOX 185, Independence, Iowa.

FOR SALE

Wisconsin elevator, 60,000 bushels' capacity, electric power. On C. & N. W. Ry., Appleton, Wis. A high-grade, profitable business for the right man. WESTERN ELEVATOR CO., Winona, Minn.

FOR SALE

A 25,000-bushel grain elevator, 22 miles from Minneapolis on C. M. & St. P. Railroad, in the village of Lakeville, Minn. The elevator is in good condition, with hopper and dump scales, also a gasoline engine and ticket office. Will sell cheap. Inquire of J. J. HYNES, Rosemount, Minn.

FOR SALE

Nebraska elevator of 40,000 bushels' capacity, stone and cement foundation. Ten-horsepower Lauson Gasoline Engine; Barnard & Leas Separator; Richardson Automatic Scale and Howe Wagon Scale. Machinery in first-class condition. Three acres of ground. On main line Union Pacific R. R., in heart of Nebraska's wheat belt. Have other business matters to attend to. Write for particulars to F. A. KIMBROUGH, Shelton, Neb.

ELEVATORS AND MILLS

FOR SALE OR EXCHANGE

Three Ohio elevators for sale or will exchange for improved farms or lands. These elevators are all in first class condition and doing a good business. Capacities, 35,000, 30,000, and 15,000 bushels. Owners are going to retire. McMORRAN BROS., St. Paris, Ohio.

MACHINERY

FOR SALE

Twenty Fairbanks Scale Test Weights, in good condition. Correct seal. D. M. ORCUTT, 2217 Sixth Ave., Council Bluffs, Iowa.

FOR SALE CHEAP

Dickey & Pease Separator in good condition. Want to close it out. For particulars address JOHNSON & FIELD MFG. CO., Racine, Wis.

FOR SALE CHEAP

Three Fairbanks-Morse Engines:—One 20 h.p. \$315; one 25 h.p. gasoline-kerosene, \$365; one 32 h.p., \$395. Other sizes and makes also. BADGER MOTOR CO., Milwaukee, Wis.

GASOLINE ENGINES FOR SALE

60 h.p. Fairbanks-Morse.
44 h.p. Fairbanks-Morse.
25 h.p. Otto.
25 h.p. Fairbanks-Morse.
15 h.p. Fairbanks-Morse.
12 h.p. Fairbanks-Morse.
6 h.p. Fairbanks-Morse.
4 h.p. Fairbanks-Morse.
Also fifty engines of varied sizes and all makes.
A. H. McDONALD, 547 W. Monroe St., Chicago, Ill.

MACHINERY

FOR SALE CHEAP

Several double cleaners for grain or seed. Want to close at low price. Hundreds in use by grain men to their entire satisfaction. For particulars write JOHNSON & FIELD MFG. CO., Racine, Wis.

GRAIN SCALES FOR SALE

Railroad Track Scale, Fairbanks, nearly new; platform 42 feet 6 inches. Recording Beam. Capacity 140,000 lbs.

Warehouse Floor Scale, Root & Case; platform 6 feet x 8 feet. Single Beam. Capacity 12,000 lbs.

Warehouse Floor Scale, Root & Case; platform 5 feet 4 inches x 6 feet. Single Beam. Capacity 4,000 lbs.

Pratt & Whitney One-Bushel Automatic Wheat Scale.

Pratt & Whitney Half-Bushel Automatic Wheat Scale.

C. H. DEMPWOLF, York, Pa.

Miscellaneous
Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

BAGS

FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

POSITIONS WANTED

WANTED

Position by competent millwright in grain elevator. Best reference. EARL PARKER, 3413 Sycamore St., Cairo, Ill.

WANTED

Elevator man wants position as manager. Have had 20 years' experience in all kinds of grain, beans included. Michigan preferred. Reference given. W., 234 S. Division Ave., Grand Rapids, Mich.

POSITION WANTED

At once, by young married man (Illinois preferred) who has had several years' experience that proved him very able and valuable handling grain, implements, livestock, etc. Good salesman also. Used to wheat, corn and oats. For full particulars, write BOX 177, Champaign, Ill.

Edward P. McKenna

John A. Rodgers

McKENNA & RODGERS
COMMISSION MERCHANTS

Grain and Provisions, Shippers of Corn and Oats

61 Board of Trade, CHICAGO

Consignments given
Special Attention

Phone
Harrison 7228

Orders in Futures
carefully executed

MILLERS' MUTUAL FIRE
INSURANCE ASSOCIATION
OF ILLINOIS

Established 1878. Alton, Illinois

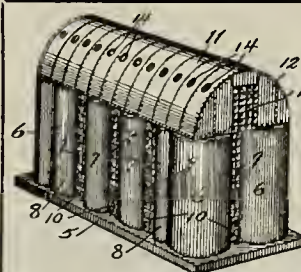
Insurance on Flour Mills and Elevator Properties.

Grain Insurance for short terms a Specialty.

CASH ASSETS - \$548,396.68

G. A. McKINNEY, Sec'y

Western Department: Rollie Watson, Mgr.
402 Sedgwick Bldg. Wichita, Kansas.



This Patent Sold
for \$50,000.00

RICHARD J. JACKER

PATENT
ATTORNEY

Established 1892

MONADNOCK BLOCK
CHICAGO, ILL.

THE SYKES COMPANY

930 West 19th Place, Chicago

MAKERS OF

FIREPROOF WINDOWS

WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

Corrugated Iron and
Metal Roofing
For Grain Elevators

And take contracts either for material alone or job completed
Write us for prices. We can save you money.

FOR SALE

Bids will be received on the 18th day of June for the following Country Elevators in entire lots or singly—Description and details can be had on application to undersigned. The Trustee reserves the right to reject any or all bids.

Location	Elevator Capacity	Annex Capacity	Corn Crib	Total	Coal Sheds
Nebraska					
Vista	Oma.	20000	8000	28000	"
Wausa	Oma.	18000	20000	38000	"
Magnet	Oma.	10000	35000	45000	"
Randolph	C. B. & Q.	18000	35000	53000	"
Winside	Oma.	20000	12000	32000	"
Wayne	Oma.	20000	20000	40000	"
Wakefield	Oma.	40000	10000	50000	"
Hoskins	Oma.	22000	10000	32000	"
Hubbard	Oma.	12000	8000	20000	"
Carroll	Oma.	15000	(20000)	75000	"
			(20000)		
Coleridge	Oma.	30000	15000	45000	"
Hartington	Oma.	30000	5000	35000	"
Osmond	C. B. & Q.	20000	35000	55000	"
Brunswick	C. B. & Q.	22000	10000	32000	"
Belden	C. B. & Q.	20000	20000		"
Minnesota					
Grogan	Oma.	40000		40000	"
Mountain Lake	Oma.	40000		40000	"
Currie	Oma.	30000		30000	"
Baker	G. N.	30000	25000	55000	"
Downer	G. N.	30000		30000	"
North Dakota					
Argusville	G. N.	25000		50000	"
Edmore	G. N.	40000		40000	"
Sherwood	G. N.	40000		40000	"
Sherwood	G. N.	40000		40000	"
(1/2 Int. Karl Klausner)					
Munich	G. N.	40000		40000	"
Lone Tree	G. N.	35000		35000	"

P. B. MANN ANCHOR CO.

J. C. EMMITT, Trustee in Bankruptcy

424 Flour Exchange

MINNEAPOLIS, MINN.

FIRES—CASUALTIES

Fire slightly damaged the Sanders Feed Store at Nashville, Tenn.

Charles Maloney's feed store at Escanaba, Mich., was slightly damaged by fire.

Miller's feed store at 252 Third Avenue, South Minneapolis, Minn., was destroyed by fire.

The North Grain Company's elevator at Verona, N. D., was completely destroyed by fire recently.

The hay and grain warehouse of Robert Fawcett & Son & Co., of Boston, Mass., was damaged by fire.

The Marks Elevator at Hastings, Okla., was damaged by fire of unknown origin, resulting in a loss of \$7,000.

The Johnson-Howard grain warehouse at Kalamazoo, Mich., was completely destroyed by fire, involving a loss of \$40,000.

The Witt Elevator at Witt, Ill., caught fire not long ago. The damage done was slight and was fully covered by insurance.

James M. Ennes, head of the grain firm of J. M. Ennes & Co., of Princeton, Ill., was fatally injured in an automobile collision. He was motoring from Princeton to Chicago, where he was planning on moving, and when half way there collided with an-

other car. His machine turned turtle and he was caught beneath. All the ribs of his right side were broken and his lung punctured.

The store of J. H. Fahey, recently bought by the Little York Grain Company of Woodvale (mail to Monmouth), Ill., was burned.

A loss of \$12,000 was sustained when fire destroyed the elevator at Elkhorn, Neb., owned and operated by the Elkhorn Grain Company.

A loss of \$11,000 was sustained when fire destroyed the grain warehouse of Day Brothers at Sunol (mail to Sunol Glen), Cal.

Bert Bristol, the owner of a grain elevator at Wharton, Ohio, was fatally injured when he fell down the cellar steps on May 18.

Twenty thousand dollars is the estimated loss suffered by W. P. Heigel when fire destroyed his elevator at Dawn, near Greenville, Ohio.

The Spalding elevator at Fonda, N. D., was struck by lightning on May 10. As the result, fire started on the roof and the entire elevator was burned.

The Farmers' Equity grain elevator at Arcola, Ind., was wrecked by a storm which swept through that vicinity. The damage done amounted to \$8,000.

Fire destroyed the Farmers' Elevator at Amorita, Okla., together with 6,000 bushels of wheat belonging to Frank Loesser. The wheat was valued at \$8,500. An insurance of \$2,000 was carried on the

building and \$2,500 on the wheat. The plant will be rebuilt.

Stults Brothers' hay house at Trenton, N. H., was damaged to the extent of \$5,000 by fire on May 20.

Lightning demolished on May 24, the elevator at Bower Mills, Mo., owned by the Majestic Milling Company, of Amora, Mo.

A small loss was suffered by the Broadwater Elevator Company when fire damaged its elevator at Townsend, Mont., on May 25. The cause of the fire is unknown.

The entire building and its contents of the Farmers Elevator Company at Hurdsville, N. D., was consumed by fire on May 27, 1915. The origin of the fire is unknown.

William Mitchelhill, a member of the seed firm of Mitchelhill Brothers of St. Joseph, Mo., was a passenger on the ill-fated *Lusitania*, which was sunk by a German torpedo.

L. V. Anderson, the owner of the grain elevator at Sheridan, Ill., was caught in a pulley on May 12. He was dragged and his left arm so badly mangled that its amputation was necessary.

One of the buildings owned by the Little Elevator Company at Kalamazoo, Mich., was damaged by fire with a loss of several thousands of dollars. The blaze is thought to have been of incendiary origin.

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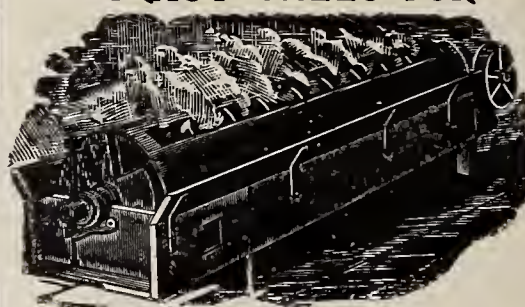
A further object is the providing of a truck scale with a weighing-scale having an independent frame to which the scale mechanism is attached, that is free from the attachment to the frame of the truck, and that is therefore free from all injurious strain or expansion to which the frame of the truck may be subjected under ordinary use.

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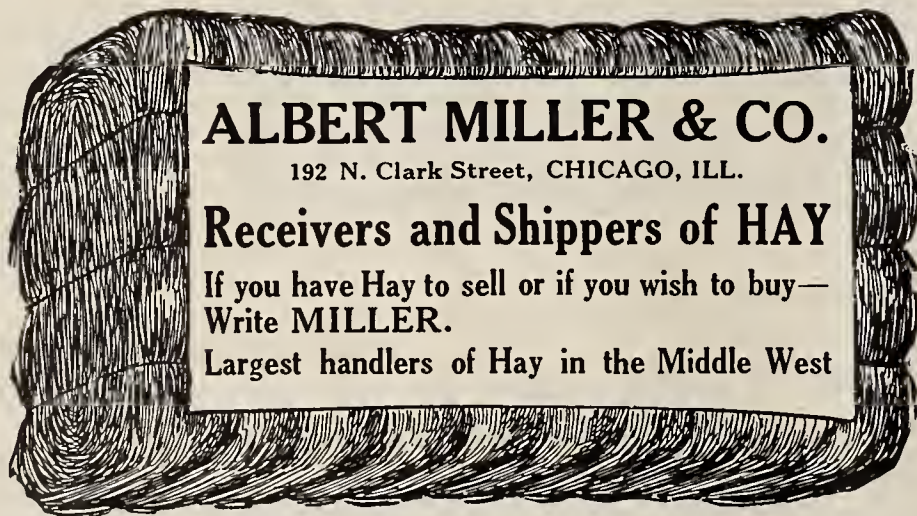
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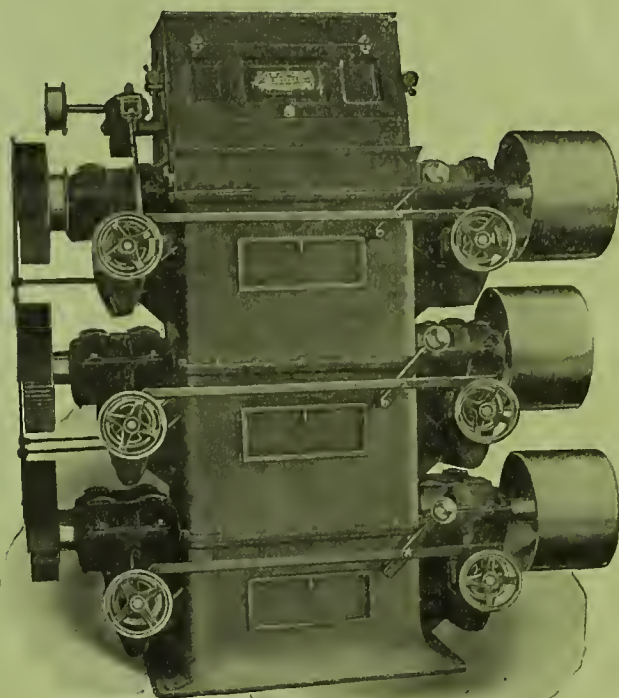
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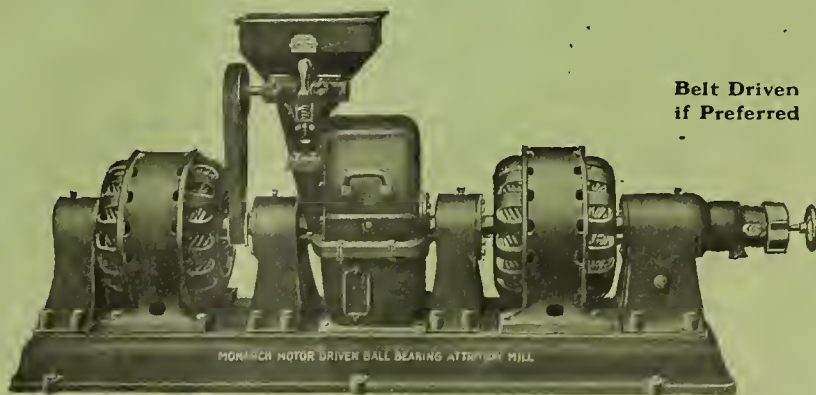
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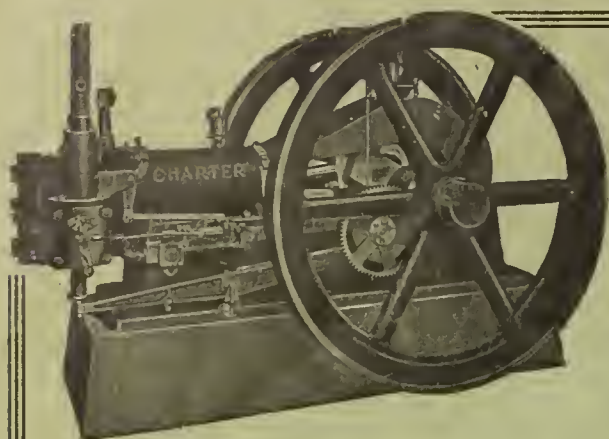
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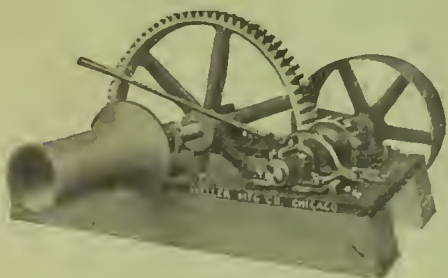
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